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Issue No 108
Available from Wednesday,
October 7, 2009

THE NEWSPAPER FOR DOVER AND THE SURROUNDING VILLAGES

The Biggest and Best Pantomime Adventure!

Ade Edmondson
as Captain Hook

Dave Lee
as Tinkerbell

Ben Roddy
as Smee

PETER PAN

Original Book - J.M. Barrie. Adaptation - Paul Henty
By arrangement with
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KENT ON SUNDAY

Peter Pan at Marlowe Theatre Arena

SNAP TO IT:
Ade Edmondson
will be playing
Captain Hook
in his first-ever
pantomime



SHOW MUST GO ON: Marlowe's Mark Everett

THE Marlowe, like most regional theatres, regards the annual pantomime as the most important show in the year. It's not hard to see why.

The panto has for some time been the highest-attended show of all those the Marlowe puts on each year.

For example, more than 81,000 tickets were sold for *Snow White and the Seven Dwarfs* last winter. This was 30 per cent of the 270,000 tickets sold throughout that year, and a record-breaker.

Similarly, the panto makes a huge contribution to the theatre's income and overall financial health. *Snow White* sold more than £1.1million of tickets. The income the Marlowe earned from it was some 43 per cent of the total from all the other shows.

And all this over just eight weeks out of the 52!

For me, however, it's not just about money and 'bums on seats', vital though those factors are for any theatre. I believe the annual panto is important for other reasons.

Firstly, it is a genuinely accessible form of entertainment that all ages and sorts of people can enjoy. Secondly, panto offers a great opportunity for young people to experience the magic of live theatre for the first time.

Panto gives them everything: drama, comedy, music, dance, stage tricks and magic.

Therefore it was important to keep the Marlowe pantomime going over the two-year period when there isn't a Marlowe Theatre. The only question left was where to do it?

Fabulous

The idea of the Marlowe Theatre Arena came from visiting the pantomime put on by the Bury St Edmunds Theatre Royal when it was closed for refurbishment.

They used a large tent in the grounds of a local country house and kept their audiences coming over the two years of the theatre's closure. I thought we could do the same in Canterbury and, fortunately, the closure of the Marlowe in early 2009, coincided with the council deciding to move the coach park from Kingsmead, thus freeing up a central site with good access and a hard standing for the temporary venue.

Having secured the site, the rest is business as normal. Our good friends Paul Hendy and Emily Wood at Evolution Productions will produce what I am sure will be a fabulous production of *Peter Pan*.

This will take place in a modern arena structure that will be heated, have comfortable seating, toilets (more than the old Marlowe) and good facilities for drinks and sweets. The rest is just a matter of selling the tickets.

So, although there is no Marlowe Theatre, panto will nevertheless remain live and well in Canterbury.

By Marlowe Theatre Director Mark Everett

A 'Jack of all Ades'

AS a "Jack of all trades" (his own words), Ade Edmondson's career has been long and diverse, but *Peter Pan* is his first-ever pantomime role.

The 52-year-old is probably best-known for his roles in legendary TV sitcoms such as *The Young Ones*, *Bottom* and *Filthy Rich and Catflap*, but he is also a stand-up comedian, author (of a novel and scripts), West End performer, music video director, chart-topper and soap opera star.

Ade's most recent TV appearance was earlier this year when he was runner-up in the ITV cookery reality show *Hell's Kitchen*. He has since spent most of his time on the road with his folk/punk band *The Bad Shepherds* and is touring until just a couple of weeks before panto rehearsals begin in mid-November.

But how did Ade ever get to be in panto in the first place?

He said: "My agent sent me an email saying he was sure the answer would be 'no'. I've taken my kids to see many a rubbish panto and so many of them just get a soap star and make them do pop songs with new lyrics about Cinderella. But I asked to see a script of a previous one and was impressed with what Emily and Paul were trying to do. I went to meet them – she got so excited when she told

me they'd got a new crocodile – and this one could eat you. I thought, I want to do that, I wanted to be eaten by the new crocodile.

"In the *Young Ones* and *Bottom* there was always this childish excitement about theatrical stuff. In the *Bottom* tours we used to have loads of big props – like being chased around the stage by a wild boar on some tracks.

"I love the Victorian-like reliance on mechanics. I love the idea of a revolving Neverland Island. It all appeals to me. It's just something I wanted to do."

Ade was also won over by the promise that he could write much of his character's script. And there was an added attraction. "Peter Pan is a cracking story and Captain Hook is a fantastic character. I'm looking forward to stamping myself on the role," he said.

Paul is excited at the prospect of working with Ade.

He said: "He is a comedy icon, a talented performer and an extremely funny man.

"Over the years, the Marlowe panto has built a reputation as being one of the best in the country; with Ade on board, I think this will be our funniest ever. Who'd have thought that Vyvyan from the *Young Ones* would end up doing the Ghost Gag routine?"

AYE AYE CAPN':
Ben Roddy is Smee in
this year's production
of *Peter Pan*



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BISHOP 'PRIVILEGED' TO HAVE BEEN CHOSEN

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Amanda Barker hands garlands of hops to Bishop Trevor Willmott and the Archbishop of Canterbury (right)

BY MARIJKE COX

A NEW Bishop of Dover has been appointed by the Archbishop of Canterbury Dr Rowan Williams.

An announcement was made at Downing Street on Monday morning that the Right Reverend Trevor Willmott will take up the post in February and become the second in command to the Archbishop.

He will take over from the Right Reverend Dr Stephen Venner, who retired earlier this year, and take delegated responsibility for the oversight of the Diocese of Canterbury, which covers east Kent, including Dover.

A formal introduction was held at Chalkpit Farm in Bekesbourne, where Bishop Trevor, who has been the Bishop of Basingstoke since 2002, expressed his delight at being selected.

"My wife Margaret and I are hugely looking forward to being here," he said.

"I feel very privileged to have been chosen by the archbishop for this role.

"The things that engage me are how we live together as human beings and how the Church, through its work, can be engaged in the development of the community – that matters to me intensely."

The new Bishop of Dover is also passionate about rural life and to recognise this the introduction was held on a farm.

Farmers Mike and Amanda Barker and their one-year-old son Harry welcomed the new bishop with a garland of Kentish hops for good luck.

Bishop Trevor said: "I am passionate about rural life and the challenge of how we bring rural and urban life together and what we can

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CONVENTIONAL: The Norman Spirit ferry will replace the high-speed Norman Arrow

Fast-ferry is pulled from Channel role

FERRY chiefs from LD Lines are to pull the high-speed Norman Arrow from the Dover to Boulogne route.

It comes just three months after the vessel was launched on the Dover Strait amid big celebrations for the future of fast-ferry travel.

Bosses at the French company have decided to replace the catamaran with the conventional ferry Norman Spirit, which is currently operating on the Portsmouth-Le Havre route.

Capacity

It will come into service on the Dover-Boulogne route from November 2009, when the Norman Arrow transfers to the Western Channel.

This is the second change in two months for the French ferry firm after it decided to pull the Cote d'Albatre ferry from the Dover-Dieppe route due to lack of business.

LD Lines managing director Christophe Santoni said the decision to replace the Norman Arrow was made because the fast-ferry was not providing enough freight capacity.

"Without double-deck loading and unloading capabilities, it will not allow us to develop the service as we

■ BY MARIJKE COX

would like," he said. "We also recognise that prerequisites of providing a high-speed service should include fast crossing times combined with fast berthing, loading and unloading of vehicles."

"We remain convinced that the freight and tourist high-speed ferry concept can work across the Dover Strait and we will be continuing a dialogue with shipbuilders regarding the next generation of fast-ferries."

The Norman Arrow takes just one hour to get to Boulogne, carries 1,200 passengers and 417 cars or 95 cars and 30 freight vehicles.

The Norman Spirit takes one hour and 45 minutes but has capacity for 1,850 passengers, 700 cars and 110 freight vehicles, as well as foot passengers and coaches.

Kate O'Hara, Port of Dover's head of commercial and marketing, said: "We are pleased to see additional capacity being introduced through the Port of Dover."

Mr Santoni said: "To be in the best possible commercial position to meet demand in 2010 and beyond we have identified the need to now introduce the conventional ferry to the service."

For details of crossings with LD Lines, visit www.ldlines.com.

Hospital plan assured, says trust official

HEALTH officials have stressed that Dover's community hospital will go ahead, despite the Prime Minister stating that cash for NHS equipment could be taken from hospital building budgets.

Yourdover contacted a spokesman from the East Kent University Hospitals NHS Foundation Trust after concerns were raised by members of the community, including Dover's Tory parliamentary hopeful Charlie Elphicke.

"Contracts were signed some time ago," the spokesman said. "That money is already in place."

"Gordon Brown said if he stayed in power, money could be spent on cancer equipment, but there are separate funding schemes for certain things."

"One of these is capital, so money to buy things and running costs. This is where money for the NHS equipment would come from."

Allocated

He added that money for Dover's community hospital had already been allocated from the trust's budget.

"Last year the trust board agreed to allocate about £20 million from its capital projects budget to finance the new community hospital in Dover."

"The cash allocation is still in the budget and the trust is determined to use it to build a hospital which will enable it to provide a wide range of health-care services for the people of Dover as soon as possible."

Charlie Elphicke, who has been campaigning for better health care in Dover for some time, said his key priority was ensuring that funding was maintained.

"I am not going to become complacent on this," he said. "My priority is making sure Dover gets better and more health facilities. I want to ensure that funds are maintained as these are much-needed in Dover."

"This is my absolute priority - Dover must have its fair share of health care."

Construction work for the hospital has been delayed due to flood risks at the chosen mid-town site in Maison Dieu Road. A report is being drawn up to find out whether a new location has to be found in Dover or if works can be carried out at the chosen site to eliminate flood risk.

The report is expected to be completed this month.

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Mairead uses plinth to sing praises of town

Former schoolgirl planning to make an exhibition of herself

A FORMER Dover schoolgirl has stood on the Fourth Plinth at Trafalgar Square to tell the world how wonderful Dover is.

Mairead Armstrong, originally from River, spent 10 minutes of her hour on the platform talking about the town.

The 42-year-old jewellery-designer and psychic did so as part of a 100-day art exhibition by sculptor Antony Gormley, who wanted to create a living monument with his One And Other display.

Over the past few months, hundreds of people have each spent an hour on the empty plinth, which was built in 1841 for an equestrian statue.

Many have caused a sensation with displays of nudity or strange behaviour and in one case a topless woman's antics led to SKY Arts' live feed channel crashing.

But Mairead, who attended Dover Grammar School for Girls, decided to use part of her hour to promote her heritage, despite having left Dover 21 years ago.

Speaking to Yourdover before she took to the plinth, she said: "Dover's not really celebrated for what it's got, so I knew

■ BY MARIJKE COX

straight away that I wanted to dedicate some of my time up there to talking positively about the town.

"I chose the poem Dover Beach, which I know isn't very uplifting, but it's famous.

"I'm then going to talk about all the positive things in the town. Second to York, it has the most history in the country.

"I'm going to talk about the cliff walks and the castle and keep it all really positive. I definitely think Dover should be celebrated more."

Mairead's family still live in Dover and she said she was proud to stand up there and talk about her heritage.

Before she took to the plinth on Tuesday afternoon, she also planned to get a giant bubble-blower from Hamleys and fortune cookies from China Town to take up with her.

"I just want to have fun up there. I think the exhibition is a fantastic idea," she said.

The exhibition is broadcast live every day on www.oneandother.co.uk.



BUBBLY: Mairead Armstrong plans to have fun on the Fourth Plinth

Meet the ghosts at haunted castle

FAMILIES visiting Dover Castle during half-term could encounter spooky characters on ghost tours at the haunted fort.

From Monday, October 26, until Halloween on Sunday, October 31, ghostly costumed characters will lead visitors on tours with tricks and treats as they learn more about the phantom residents.

Children are invited to wear fancy-dress, with prizes during costume competitions each afternoon.

The daytime tours are suitable for five- to 10-year-olds and all children must be accompanied by an adult.

Admission is £13.40 for adults, £11.40 for concessions and £6.70 for children.

A family ticket is £33.50 and English Heritage members are admitted free.

Evening ghost tours are also running on Halloween from 5pm-8pm, priced at £10 for adults and concessions and £8 for children. Pre-book on 0870 3331181.

£7,800 is raised at charity dinner

A CHARITY event at the Ramada Hotel in Dover has raised thousands of pounds to send children with life-threatening illnesses on holiday.

The funds, which reached a total of £7,818.25, were given to the Beyond The Moon charity and will go towards sending two local families with sick children on a free holiday.

MP Gwyn Prosser was among many who turned out for the swanky dinner, which saw entertainment from Bollywood dancers and a comedian.

The Labour politician donated tea for two and a tour of Westminster as one of the raffle prizes.

The Ramada Hotel hopes to make the Beyond The Moon charity dinner an annual event.

New bishop will tap into 'rhythm of community'

CONTINUED FROM FRONT PAGE

learn from it. I'm also passionate about criminal justice and how we can care for the people on the margins of our society."

Archbishop Dr Williams said he was delighted that Bishop Trevor had agreed to take up the position.

"The Bishop of Dover is a very distinctive and responsible role," he said.

"He is somebody who is really responsible for the day-to-day running of the Canterbury Diocese while the Archbishop is away in London."

Bishop Trevor was Peterborough Diocesan Director of Ordinands and Diocesan Director of Post Ordination Training. He was made Canon Residentiary and Precentor of Peterborough Cathedral and became the Archdeacon of Durham Cathedral. In 2002, he was consecrated as Bishop of Basingstoke.

Speaking about taking on a new Diocese, Bishop Trevor said: "You have to listen to the rhythm of the community before you can begin to speak into it."

Turn waste into art and you could help to save the world

A NEW arts project has been launched in Dover with the aim of saving the planet while discovering the district's hidden talent.

People who get involved could see their work judged by international artists and put on sale to the public.

Remade In Dover, started by Dover Arts Development (DAD) and Dover Pride, aims to get people involved in the 'upcycling' craze that has swept the nation.

An alternative to recycling, it has already seen artists, designers and craftspeople creating fashionable and unique items using waste.

Artists from DAD and Sarah Lang from Dover Pride decided to bring the concept to the Dover community by encouraging people to make use of their old clothing and junk.

Examples are turning jumpers into cushion-covers, T-shirts into bags or bottle-tops into curtains.

The top three products will be selected by a jury of local, national and international artists, product designers, engineers, experts in

thrift, charity-shop volunteers and craftspeople.

The winners will be offered master classes to refine their work before it is put forward for small-scale production and sale at the Recreation store in Bench Street, Dover.

Artist Edda Venusia Jones, from DAD, said: "Some people simply love making stuff, others get a kick out of being thrifty – but we all share the thrill of something new.

"Making something pretty, useful or fun from something you would have otherwise chucked in the bin is like having your cake and eating it – reducing waste AND getting something new.

"This is a chance to let your creative sparks fly, whether you're nine or 99, an experienced craftsperson or you've just had your first inspiration."

The deadline for submissions is Monday, October 19. Call Sarah Lang at Dover Pride on 01304 872162, go to www.remadeindover.net, or email ideas@remadeindover.net.

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NEWS IN BRIEF

Get ICT advice at first business growth club

THE first Business Growth Club workshop in east Kent is to be held in Folkestone this autumn, focusing on information and communications technology.

The free workshop will give Channel Chamber of Commerce members access to industry experts from BT.

To book, call Sezen Zeki on 01303 270022 or email sezen.zeki.channelchamber.co.uk.

For details of Business Growth Clubs, go to www.businessgrowthclubs.co.uk.

Free hearing clinic – just turn up for helping hand

A FREE aftercare clinic for the deaf and hard of hearing is to be held in St Mary's Bay this week.

Hearing charity Hi Kent is inviting those with NHS hearing-aids to drop in and get them cleaned and retubed and also collect new batteries free of charge.

The clinic takes place on Friday (October 9) from 10am to midday at All Saints Church Hall, off Jefferstone Lane. There is no need to make an appointment.

Join town health walks to chase away the blues

GET Moving Week campaigners are urging everyone to exercise this month to boost mood and tackle mental health stigma.

NHS Eastern and Coastal Kent's Health Promotion and East Kent Health Walks have organised a number of events.

The walks will last one hour and will be an easy pace through the towns. The Shepway walk leaves Folkestone Library, Grace Hill, at 10.45am today. For details call 01304 222327.

Appeal for witnesses after fishing-tackle theft

A RED holdall containing six specialist fishing rods and reels has been stolen from a white Ford Escort van in Dover.

It was taken from the vehicle, which was parked in Clarendon Road, between 10.30pm on Sunday, September 20, and 6.30am on Monday, September 21.

Police would like to speak to anyone who has seen this equipment or anyone acting suspiciously. Call police on 01304 240055 or Kent Crimestoppers on 0800 555111.

Put your questions

When the public are consulted on what they want the police to do, we often hear the phrase "more bobbies on the beat". Do you think this is a realistic request and that it even helps to cut crime?

Lorraine Bryant, Herne Bay

My researchers have carried out extensive work with the people of Kent to enable us to understand their concerns.

It is clear one of the top priorities is around the visibility of those tackling crime, and I believe the solution comes from a mix of roles within both the police and the local authorities. We also use our Neighbourhood Teams of police officers and Community Safety Units to carry out patrols on foot. That means they are able to have direct contact with the public.

Why is Kent Police so keen on neighbourhood task teams?

H Talbot, Ashford

The task teams are an essential part of neighbourhood policing but they also have a special-

As part of our behind the scenes look at the work of Kent Police, our Chief Constable Michael Fuller agreed to answer questions direct from readers through our pages. Here are a selection of your questions and there will be more answers next week. If you have a question email editorial@kosmedia.co.uk and we will pass it on and print the answer.

ist role in the tackling of anti-social behaviour.

They deal with local priorities, set by the public. When the teams were first introduced as a trial in some areas of Kent they achieved a dramatic reduction in anti-social behaviour and a significant rise in public confidence. As a result they were then introduced across the entire county.

This has achieved such success the Policing Minister came to Kent to see it in action and asked for a briefing from me to better understand how it could be used by other forces.

What is the policy in terms of responding to incidents of low-level crime (car break-ins etc)? It seems too often friends report incidents only for no action to be taken and rarely even a visit from an officer.

T Nugent, Sittingbourne

We take all reported incidents seriously. These are dealt with on a case-by-case basis and assessed against the level of resources available at the time. We have three criteria when making that decision:

On the road to saving lives

TRAVELLING at speeds in excess of 120mph to emergency call-outs and arresting drunk drivers is an everyday occurrence for Kent's Road Policing Unit, but for our reporter Anna White, a day with our traffic cops proved to be more eventful than she had expected

WHILE spending an eight-hour shift patrolling Kent's motorways and town roads in an unmarked police car, I expected a few motorists to be stopped, but within the space of just six hours on the roads, nine vehicles were stopped for various driving offences, most were fined and there was one arrest.

During the first two hours Sergeant James Derham and PC Geoff Greenwhite fined one girl who was texting while driving at 70mph, a teenager who was talking on the phone while driving, a man for not wearing his seatbelt, and three men for speeding.

Each of the speeding motorists was asked to sit in the police car to see proof of their dangerous speed and to have the chance to explain themselves to the officers.

The conversations between the officers and the drivers are all similar; the driver holds his hands up and admits driving too fast, accepts the fine and then panics about the possibility of losing their job and all the other consequences.



The tone from the officers was friendly but serious as they ask what the need for going too fast was, and they reminded the drivers of the risks they are taking by driving dangerously.

Sgt Derham said: "People are usually receptive when we stop them and they admit what they have done wrong, but you do get the odd one who wants to argue it.

"Sometimes people suggest we should be catching murders and other criminals instead of stopping people without a seatbelt, but our job is to save lives on the road."

To catch the speeding motorists meant hitting high speeds ourselves, but it was when the officers responded to an emergency call to a road collision that PC Greenwhite's high speed



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- Scheduled calls are for when response time is not critical and the best use of our resources means we can make an appointment.

In the case of vehicle crime, burglary or theft, if the incident falls into the scheduled category then investigators carry out a telephone interview and pass the details to the local Crime and Incident Management Unit, where it is reviewed by trained officers.

If they decide a face-to-face interview will help, or the victim is believed to be vulnerable, an officer will go to speak to them.

Do you feel that the police are respected by most law abiding people at present or has the feeling of trust lessened over the years?

Michael Dean, Folkestone

When Sir Robert Peel founded the police serv-

ice it was on the basis of 'policing by consent'. This is still central to our approach to policing.

Public confidence in us is the key measure of our success. If people are confident that we treat people fairly and with respect, that we know their priorities and we are dealing with them, then we feel we are succeeding.

We feel it is important to monitor people's perceptions of how well we are meeting these demands. The majority of Kent residents, 82 per cent, say the police would treat them with respect if they had to contact them and 93 per cent of people say Kent Police is fair. In addition, 85 per cent of victims are satisfied with the overall service they received from us.

We are also working on being amongst the best in the country for dealing with the issues that matter to people in their area.

We are focused on ensuring we know what matters to people, are dealing with these things and making people aware of the results of these actions.

Public confidence in Kent Police has improved. We are now 18th out of 43 forces for

public confidence, and aim to be in the top ten. I feel this is something we can achieve.

How well equipped is Kent Police to deal with online crime such as cyber bullying and fraud?

Jeremy Holbrook, Canterbury

Our Serious Economic Crime Unit investigates the criminal use of the internet.

These detectives work alongside forensic experts who are able to obtain evidence from computers to show how criminals have used them. There is currently no offence of cyber bullying so prosecutions are brought under existing laws such as the misuse of communications and harassment.

When cases are reported, our Communications Intelligence Unit works to provide the evidence to bring a prosecution.

We also work closely with the finance and communications industries, not only to prosecute those who misuse the internet but also to stop criminal activity and to promote responsible online behaviour.



IMPORTANT TO YOU: Chief Constable Mike Fuller is answering your questions about policing in the county



LAYING DOWN THE LAW: Opposite, Sgt Derham hands out a fine for texting while driving, while above PC Greenwhite speaks to the man pulled over because of a flat tyre, who ended up with a lot more to think about

training really showed. Although the officers checked I was comfortable with speed before I got in the car, when we reached top speeds of about 120mph I was grateful to have a police hat to hide behind.

But within minutes the emergency call was abandoned as another patrol had got there first and PC Greenwhite returned to normal speed... until the next time.

He said: "It's like the TV programme Police, Camera, Action and you just try to get there as quickly as possible. It's what we are trained to do."

Near the end of the 2-10pm shift I had seen more than I had expected, but it was a flat tyre that proved the most eventful stop of all.

Sgt Derham spotted the deflated tyre on a people-carrier-style car, which was heading toward Chatham, and he decided to pull the driver over to let him know. But as a procedure the officers ran a check on the vehicle - which showed the car had no MOT.

While PC Greenwhite checked the car and talked to driver he smelt alcohol, and almost inevitably a breath test proved the driver was over the limit. He was arrested on the spot.

The driver was taken to Medway Police Station, where it took two-hours to take a blood sample at the man's request (at 48mg/100 he was over the legal drink-drive limit of 35mg but if it's under 50 the person can elect to have a blood or urine sample

taken) then process him before he was released on bail.

In this case the man was dropped off at his home and then it was time to head back to the unit's base at Coldharbour, in Aylesford, just outside Maidstone, but not before the officers stopped a male motorcyclist for travelling at more than 100mph, who will now be summoned to court.

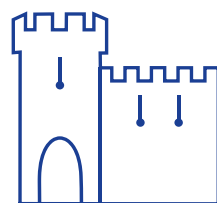
I found it an eye-opener to see how many people risk both their own life and the lives of others on our roads, but to Sgt Derham and PC Greenwhite it was an average shift catching motorists who choose to break the law.

Sgt Derham added: "We don't just stop people for the sake of it, it's because we want to reduce the amount of deaths and accidents that happen on Kent's roads.

"We are the ones who have to tell the families their loved one has been involved in a collision or, even worse, died and that is not a nice thing to do. The message we are really trying to push is to take more care on the roads and save more lives."

The entire Kent Roads Policing Unit establishment is made up of 147 officers with 25 motorcycles and about 22 cars.

• *Police have confirmed that the man who gave a blood sample after he was arrested on suspicion of drink driving is due to appear in court later this month after he returned a positive result.*



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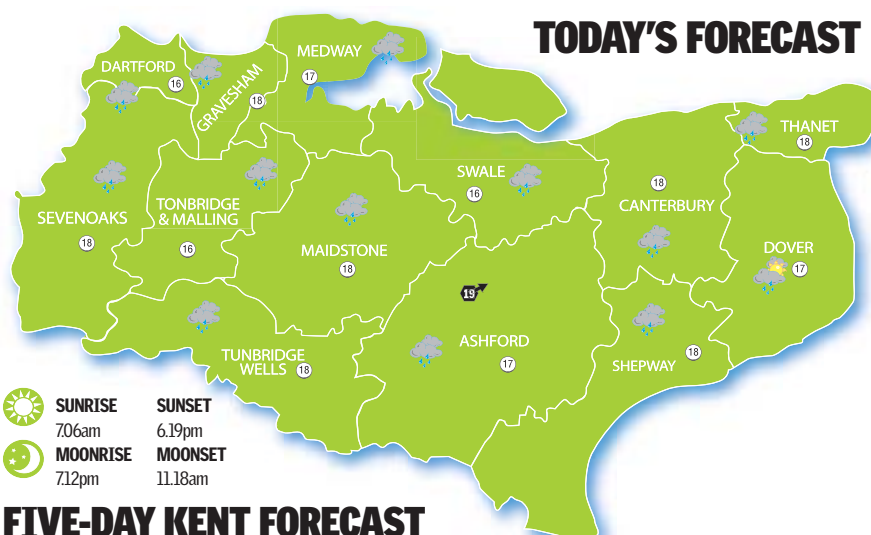


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WEEKEND HIGH TIDES

Chatham	Saturday	5:24pm	5.7m
	Sunday	6:25pm	5.4m
Dover	Saturday	3:29pm	6.0m
	Sunday	4:45pm	5.6m
Dungeness	Saturday	3:34pm	7.3m
	Sunday	4:30pm	6.8m
Ramsgate	Saturday	3:59pm	4.6m
	Sunday	5:15pm	4.3m
Sheerness	Saturday	5:13pm	5.4m
	Sunday	6:14pm	5.2m
Whitstable	Saturday	5:13pm	5.0m
	Sunday	6:15pm	4.7m



AROUND THE WORLD YESTERDAY

Amsterdam	12°C	Madrid	26°C
Athens	25°C	New York	20°C
Barcelona	26°C	Paris	14°C
Beijing	22°C	Rome	24°C
Bombay	26°C	Sydney	18°C
Cape Town	18°C	Tenerife	25°C
Cardiff	13°C	Tokyo	20°C
Gibraltar	23°C	Vancouver	15°C
Hong Kong	31°C	Warsaw	13°C
Las Palmas	26°C	Wellington	10°C

No recession problems for hotels that do the business

A HOTELIER has been delighted by visitor numbers at his establishments soaring over the past year despite the economic downturn. Gavin Oakley, owner of Walle's Court Country House Hotel and Spa at Westcliffe and the White Cliffs Hotel in St Margaret's, revealed that business had been good, with above-expected numbers of guests.

"At the beginning of 2009 there was a lot of pessimism about the prospects for the UK's tourism industry in the face of a vicious recession," he said.

"We were determined to confront this head-on and our hard work and dedication has certainly paid off.

"By consistently delivering a high-quality product and real value for money, bookings for holidays and short breaks have been well above expectations."

Mr Oakley said the weather over the summer had also helped bring in the tourists.

"We are fortunate in south-east Kent to enjoy probably the best climate in the UK," he said.

Diversity

The hotelier is not the only businessman to see a rise in numbers.

Figures released by Visit England from the UK Tourism Survey showed that holiday trips taken by British residents in England in the first six months of 2009 were up by 14 per cent. James Berresford, chief executive of Visit England, said: "England is back in fashion as Brits are rediscovering the diversity and appeal of the English holiday."

"It's a trend we've seen developing over the last few years and one which we intend to nurture with the help of the tourism industry."

"We know that people are looking for experiences tailored to their interests, be it a spiritual retreat, an adventure holiday or a chic weekend break - they are now realising that England can deliver that and more."

FIVE-DAY KENT FORECAST

	Thur	Fri	Sat	Sun	Mon		Thur	Fri	Sat	Sun	Mon
Ashford	20°C	18°C	16°C	16°C	17°C	Gravesend	20°C	19°C	16°C	16°C	18°C
Canterbury	20°C	18°C	15°C	16°C	16°C	Maidstone	20°C	18°C	16°C	16°C	17°C
Chatham	20°C	19°C	16°C	16°C	18°C	Ramsgate	20°C	18°C	15°C	16°C	16°C
Dartford	20°C	19°C	16°C	16°C	18°C	Rochester	20°C	19°C	16°C	16°C	18°C
Dover	18°C	17°C	15°C	14°C	16°C	Sevenoaks	18°C	17°C	14°C	15°C	16°C
Faversham	20°C	19°C	16°C	16°C	18°C	Sittingbourne	20°C	19°C	16°C	16°C	18°C
Folkestone	18°C	17°C	15°C	14°C	16°C	Tonbridge	18°C	18°C	15°C	15°C	16°C
Gillingham	20°C	19°C	16°C	16°C	18°C	Tun Wells	18°C	18°C	15°C	15°C	16°C

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yourlocalinterview

QUESTION & ANSWER

ANDY HOLYER



Q Tell us a little about yourself

A I am an artist, a native of Lydd, educated in Yorkshire, with an obsession for local history that I express through my paintings.

Q What inspired you to go into art?

A Great painters such as Grosz, Beckman, Van Gogh and Munch have influenced me. A school trip to Amsterdam when I was 14, where I saw the Van Gogh Museum, is where my enthusiasm for art began.

The contemplative nature of producing paintings I find very satisfying. It's a world into which one could lose oneself and answer the very human need to be creative.

Q Tell us about the type of artwork you create

A I aspire to bring this expressionist tradition to the very English school of rural surrealism as exemplified by Paul Nash, William Blake and Graham Sutherland.

I border on the abstract, almost deconstructing the actual image. Yet my goal is to draw out the inner personality and circumstance of the subject.

I try to manipulate the canvas space and the placement of objects, which is crucial to the mood and personality of the piece.

I have a somewhat macabre imagination and use brushwork and vibrant colours. I try

to bring to the fore the structure and energy.

Q What is the most enjoyable or interesting aspect of what you do?

A I enjoy my environment, along with the history and the legends of Romney Marsh, and I'm pleased others share this appreciation and enjoy being brought into this dark and mysterious realm of the 'sixth continent'.

Q Tell us about Life On Marsh and how the idea came about.

A Niko Miaoulis and I met when I was living in Dungeness and he was running the Pilot Inn. We enjoyed collecting anecdotes, artefacts and sharing stories about folklore. Such was the interest in what had initially been just a few chats over a pint that the idea of the book was born. Life On Marsh just made sense.

Q What are your future career goals?

A Sharing my love of the Marsh and to cease my obsession with sheep-worrying.

Q What do you think of the artistic, cultural and social life of Shepway?

A True art revolutions come from the bottom up, and imposing culture has never worked. However, on a positive side, Shepway is promoting the district through the regeneration of the Creative Quarter in Folkestone.

Romney Marsh has a long and fine history of creative people finding inspiration, including HG Wells, Derek Jarman and John Piper.

We have a rich cultural heritage and need to capitalise on it but in a structured way.

For example, last year's Open Studio project clashed with the Folkestone Triennial, diluting the impact. We need to be more organised.

Q Where can people find out more about your work?

A The book I have illustrated – Life On Marsh – is widely available in the area and also on the internet.

I am exhibiting at the Chimaera Gallery in Folkestone, the Garret Gallery in Tenterden, Deco 5 in Whitstable, the Ship Inn in Dymchurch, the Pilot Inn in Dungeness and The George in Lydd. You can also go to my website, www.andyholyer.com.

Q What do you like to do in your spare time?

A I'm a big fan of old movies, a good red wine and harassing seagulls.

Q Tell us something people don't tend to know about you

A I was once deported from Guernsey – which was easily done in those days. I can do the splits and I own a Bucks Fizz record. I sold my first cartoon to The Beano for ten shillings when I was ten years old.

Q & A

The Lydd artist, co-author of a new book about life on Romney Marsh, spoke to **James Alexandre** about his inspirations, local legends, being deported from Guernsey and an obsession with sheep-worrying

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 Discover the hidden passages of Ashford. Search 'hidden'



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EDITOR'S CHOICE

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Happy just to score one...despite letting in ten

■ BY MARIJKE COX

A NEW football team for young players who haven't had the chance to play for a club has been set up by a Dover father.

Clive Hogben, 52, decided to start the team after a number of boys were knocked back by clubs in the district.

He hopes to give them the opportunity to play the sport they love, even if they lack some of the skills required to join one of the bigger clubs.

He said: "These boys love to play football, but many don't think they're good enough to play for a team. Some of them have had their confidence knocked and there are a couple who are extremely slow, but we can help them and have some fun at the same time."

"My son, who plays football for another team, has been helping out with coaching, as well as another parent and my daughter's boyfriend."

Despite never running a football team before, Clive contacted a number of clubs and they were signed up by St Margaret's FC.

He said: "They have gone out of their way to help us by showing us the ropes and providing the kit. They offered us a place in the division and, being naive, we said the third."

The under-13s team has played two matches, one a league game in which it was beaten 10-1. Despite the grim scoreline, Clive said that one goal was like winning the World Cup.

"You should have heard the cheer," he said. "Not just from us, but the opposition supporters and staff, too."

There are 14 players in the team, but each week more and more are turning up for training at the field.



THE TEAM WORKS: Clive Hogben's under-13s team has already played two games and is gaining plenty of support

"It's going to be a shame when we reach our limit of 20 players, but it's great that so many want to play," said Clive.

"I suffered a heart attack not that long ago, so this keeps me fit as well as helping the kids."

"I'd like to thank our helpers and the parents who have driven us on to do this, giving the boys the chance to prove everyone wrong and show the world what they are made of."

Training is behind Tides Leisure Centre on Tuesdays from 6pm-7.30pm. This will change now the darker evenings are coming in and floodlights are needed.

Subs for training and away matches are £2 and £3 for home games. Funds go towards paying for referees and pitch fees.

For more information about the team, you can phone Clive on 07872 985526.



DOUBLE ACT: Karol Steele and Ted were on the train

One woman and her dog let loose with the kids on TV show

AN ACTRESS from Dover is to feature in a new television show starring Who Wants To Be A Millionaire's Chris Tarrant.

Karol Steele was among ten actors from around Kent invited to play a part in Tarrant Lets The Kids Loose, which sees children aged between three and six work in adult professions.

The programme combines hidden cameras on location as parents watch to see just how capable their children are.

Karol and her dog Ted spent a day at the Kent and East Sussex Railway station between Tenterden and Bodiam acting as a passenger, while five-year-old Mathew Cutler, from Essex, took tickets, answered travel enquiries and sold meals from the buffet cart.

Mathew was unaware he was being filmed and it was only when he was in the studio with his family that he found out it was all part of a show.

Karol said: "For such a young lad he was confident and unflappable - he was completely unsurprised by the sight of my dog sitting on the train and asked to see his ticket as well as my own. A lot of my and Ted's interaction was used in the final edit."

The first episode of the Watch TV show was shown on Sunday.

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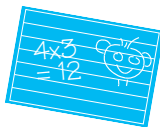


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BREAK TIME

Burning with pride



AN OLYMPIC torch designed by secondary school pupils in the Dover district arrived by sea at the Prince of Wales Pier.

It marked the start of the Pass The Passion schools relay, which will see the torch travel to every school in the district.

It was received by Josh and Joe Barrett, grandsons of John Barrett, the 1948 Olympic torch-bearer from Walmer. The aim is to show organisers how committed Kent is to welcoming the torch in 2012.

Dave Harcourt, of the Pass The Passion partnership, said: "This is a great way to show we're passionate about welcoming the Olympic torch in 2012 and the enthusiasm of everyone involved is fantastic."

Boys tackle the Bard

PUPILS from Dover Grammar School for Boys will be treading the boards at Quarterhouse, Folkestone, in a version of Macbeth on Friday.

The performance is part of a national project involving 5,000 people across the country. Supported by the National Theatre and National Youth Theatre, the project will see pupils perform a shortened version of Shakespeare's play.

The cast is made up of 13 boys and one girl from the girls' grammar. DGSB head of drama Michael Thomas leads the production. Tickets, priced £7.50 and £5.50, are available from Quarterhouse in Tontine Street. Phone 01303 858500.

African adventure was a steep learning curve

■ BY MARIJKE COX

A GROUP of sixth-formers from St Edmund's Catholic School in Dover have spent three weeks teaching deaf children in Tanzania.

Prior to their departure, the eight students and four members of staff raised £10,000 to fund their trip, with the help of donations from businesses, organisations and generous individuals.

The sixth-formers spent their time in the Burguruni School for the Deaf, which caters for young children right up to adulthood in the deprived region of Dar es Salaam.

They taught subjects including English, sport, biology, geography and culture and organised a sports day with traditional British games including the sack race and three-legged race.

Colourful wall displays were also put up in the school on the last day of their visit.

Amy Hayward, 17, from River, was one of the students involved.

She said: "I found the experience very tough but very rewarding. I'd love to do it again."

Ruth Henson, 17, from Guston, was also pleased she took part. "What an emotional and exciting opportunity," she said.

The final day of the trip was emotional as the English and Tanzanian students said tearful goodbyes. But it won't be the last time the two schools meet as they have decided to join in partnership for future exchanges.



TOGETHER: St Edmund's School youngsters with Tanzanian pupils and staff at the Burguruni School for the Deaf

The programme aims to help deaf children who are often neglected by their families due to their impairment and lack of communication abilities.

Chris Atkin, executive head-teacher for the Federation of Dover Catholic Schools, said it was a great opportunity for the sixth-formers.

"They worked tirelessly in preparing the three-week trip and I hope further students

will undertake a similar challenge in the future. I encourage everyone to come hear what these young students have to say."

The trip to Tanzania was the second project run from St Edmund's School.

In July 2008, the school's two chaplains visited Mumbai to work with the Mother Teresa's Roses charity, which helps give the city's street children a better life.

SEND your schools news and pictures to dave.mairs@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk

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Blow to war memorial plan

CAMPAIGNERS fighting to get the George Cross awarded to Dover have had their plans for a war memorial scuppered.

Members had hoped to have a freestanding plaque, similar to a lectern, in the grounds of the St James's Church ruins bearing the names of the town's 219 civilians who were killed in the two world wars.

They also wanted two benches for the casualties' relatives to sit and remember their loved ones.

But English Heritage, which has a say over the Dover District Council-owned land due to its listed status, has said the plaque would have "no direct relevance" to the church.

Memorial

Alan Taylor, of The George Cross For Dover Campaign, said: "We haven't asked for the memorial to be fixed to the ruins in any way – it would be freestanding."

"English Heritage wouldn't have to pay for a thing. I think the memorial would bring real prestige to that part of Dover."

But Judith Roebuck, English Heritage inspector of ancient monuments in the South East, said the organisation was unable to support the proposals.

She said: "We believe plans for a large fixed structure with some 200 memorial plaques would have obscured the walls of St James's Church."

■ BY MARIJKE COX

"These plaques would also have no direct relevance to the church. "Although we have sympathy for honouring the people of Dover, we do not believe this is the right location."

But an information plaque – which was fixed to the ruins by the district council – states that after the war in 1948 the church was kept as a commemorative monument for people who suffered in the wars.

Ms Roebuck said that English Heritage was considering a second proposal for memorial seats, but Mr Taylor said the group would continue its fight.

"Dover deserves this memorial," he said. "We need planning permission for the memorial, but Dover District Council said we have to get support from English Heritage."

"It seems as though there's a bit of buck-passing from the council, too. What they don't seem to realise is that people in Dover want this to happen."

Town councillor Chris Precious, who is also a member of the campaign group, said members were flexible about what they wanted to do at the site.

"We're not like DDC, who have this rigid plan for regeneration," he said. "We just want to give something to Dover for its future generations."

Email james.alexandre@kosmedia.co.uk



DETERMINED: Campaigners at the ruins of St James's Church, where they want to erect a memorial to the town's civilians who died during the wars

Store looks for charity to support

STAFF at a shop in Deal are on the lookout for a charity to be their partner for the year.

The Original Factory Shop, in the High Street, is choosing one local cause to support for 12 months.

Store manager Keith Sellen said: "The shop works hard at being part of local life and is always looking at ways it can put something back into the community."

"Over the years we've raised money for a whole host of charities and organisations, but we've decided to support just one from November for a year so that we can really make a big difference to them."

A year-long programme of fund-raising is planned, with a minimum target of £500.

Anyone wishing to nominate a charity can drop off a letter at the store stating why they think it should be chosen.

For details, see the website www.theoriginalfactoryshop.co.uk.

Green award for freight company

A FREIGHT company in Dover has been recognised for its green credentials at the Environment Awards for Kent Business 2009.

John Shirley Ltd, in Snargate Steet, was commended for its commitment to the environment after eliminating wasted mileage on journeys by introducing backloading.

This means that trucks rarely travel empty and are reloaded with more goods before returning to their original destination.

Managing director John Shirley said: "After many years of quietly working away on reducing our impact on the natural world,

including countless winter events cycling home from our offices along dark, wet lanes, it is great to be recognised in these prestigious awards.

"It is fantastic to think that working to minimise the impact that a business has on the environment, something that was once obscure, is now mainstream thinking."

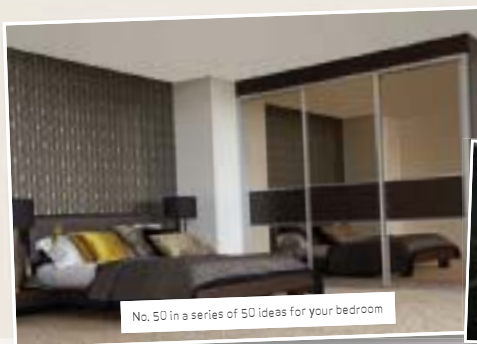
"It adds a certain satisfying vindication to our continued efforts."

The award ceremony was hosted by Geoff Clark, of BBC South East Today, with a keynote speech from Tim Pyke, the head of climate change for E.ON.



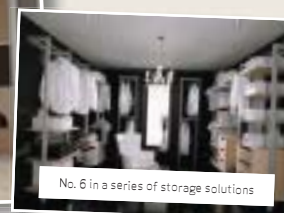
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yourblogger

County education chief Sarah Hohler says the Government needs to take a broader view of Kent's schools...



Another own goal with Balls still playing political football

YOU can always tell when a general election is getting closer.

Labour sends out its vanguard of ministers to act as knights in shining armour.

They announce with confidence that, through their intervention, they will be able to correct all wrongs and save the world.

Last month it was Ed Balls's turn. He explained that an educational revolution had taken place and Labour's plan to eradicate failure was almost complete. Where targets had not been met, his advisers were working with education officials.

Watching Mr Balls stigmatise schools brought to mind the phrase 'There are many ways to skin a cat'. Should we be denouncing Kent's education system and its schools in the National Challenge? I think not.

I would suggest that rather than taking one arbitrary target, we put Mr Balls's one statistic into a broader perspective.

Almost 73 per cent of Kent students

achieved five A*-C grades this year, about five per cent above the national average, and an improvement of 4.8 per cent on last year. Nationally, the rise in A* to C pass rates was only up 1.4 per cent.

We have higher numbers of young people achieving five A*-C grades at GCSE than any other local authority. This includes English and maths and accounts for 51.9 per cent of the school population in Kent.

Ofsted has deemed three of Kent's National Challenge schools 'outstanding'. A further 11 have been judged as 'good'. Kent has an exemplary education system that produces excellent results. We realise every child is unique and that education is not 'one size fits all'.

Kent is bucking the trend, with a declining number of young people not in education, employment or training.

We have been working hard encouraging the establishment of academies such as Folkestone, Leigh and New Line Learning in Maidstone. We have also encouraged feder-

ations between grammar and high schools.

At King Ethelbert in Birchington, GCSE results (including English and maths at A*-C) were up 20 to 34 per cent this year.

We are proud of all our schools. We are not afraid to intervene where it is required.

We are confident that all our National Challenge schools are on track to meet the target by 2011. A third have already met it, which is excellent.

We always welcome additional support and advice where it adds value and will discuss this further with the Department for Children, Schools and Families and our schools, who are all eager to work together to do the best for all children and young people in Kent.

I hope Mr Balls will take up our invitation to visit Kent and see success in action.

EDITOR'S NOTE: All blogs are supplied with full name and address of the authors. They do not reflect the view of the newspaper but are designed to give our readers the chance to air their views.

GET IN TOUCH...

We want to hear your views



EMAIL: We want your letters, comments and views. Send your submissions to editor Dave Mairs at dave.mairs@kosmedia.co.uk

LET US KNOW...

If there is a story in your area you think we should be covering, contact the editor, **Dave Mairs**, on 01303 817022, or email him on the details above. If you want to be the next blogger, then all you have to do is submit an article to us (of about 550 words) and email it to the editor. And don't forget, for all the latest news and video from your town, log on to www.kentnews.co.uk.

Write to Editor Dave Mairs, KoS Media, Apple Barn, Hythe Road, Smeth, Ashford, Kent TN25 6SR.

* We cannot guarantee all articles will be published and all are at the editor's discretion

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The closing date is October 31, 2009.

Question: Where is the White House?

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If you do not wish to receive any literature please write 'no literature' on your entry.



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TALK TIME

CHRIS MACLEAN

Singer and guitarist with Deal-based indie/ska band The Flack talks about building on Live and Unsigned success, future plans and recording an album



Tell us about your band, The Flack

The Flack formed in August 2008. We've had a lot of interest in the last six months after finishing in the top five out of 10,000 bands in a national music competition. We play indie/ska music with twists and sounds to create an energy and vibe people love.

How successful have you been so far?

After our success in Live and Unsigned, The Flack have been invited to showcases in London and gigs in and around the capital. This was after a judge from the competition invited us to her A&R showcase with industry officials arriving from the likes of EMI, Universal and Sony. Sam is head of A&R for indie label Excellence Records and is now promotions manager for The Flack. She's opened a lot of doors for us.

What are your hopes for the future?

To keep gigging in London and generate a large following. We hope to get signed or even create an independent label. For now, we're concentrating on finishing our album and gigging in London.

Where can people listen to your music?

Go to www.myspace.com/theflackband, where you can also check out gig dates and information on our album. We are also working on a channel for YouTube to put up music videos. People can also join The Flack's street team at www.myspace.com/theflackstreetteam. Feel free to leave a comment on MySpace. Questions can be answered by emailing christofindie@live.co.uk.

YOUR LETTERS

Flood of nonsense over hospital saga

Reg Hansell is to be congratulated for his comments on the continual denials that the Maison Dieu Road hospital site does not have a flooding problem.

One only has to look at Dover's topography to realise it is largely in a basin. Water finds its lowest level and any building on this site will suffer from flooding.

The consistency with which the district council and KCC have denied there is a problem beggars belief. Once again, local authorities have proved that public consultation is nothing more than lip service.

The decision has already been made and the hospital will go in Maison Dieu Road – perhaps on stilts with a very expensive surface water drainage system.

Name and address supplied

Your newspapers are unmissable

I wish to congratulate KOS Media for the excellent format and content of your newspapers.

They are compulsive reading. I frequently visit Dover, Folkestone and Thanet so ensure I get Kent on Saturday, Kent on Sunday and Yourshepway and Yourdover etc midweek. I find the subjects dealt with interesting and well reported. The local interview with the coxswain of Dover lifeboat was great. You've got Kent well and truly covered.

John Gamet, Keston



COMMENT ONLINE TOO

Not only can you use email and letters to respond to our stories, you can comment via our website, too.

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On our website you can access, for free, the full newspaper in our highly-acclaimed e-editions.

Choose your words more carefully, sir

It would be a great and unforgivable shame if the word "Nazi",

the name of one of the vilest, most murderous and cruel political movements in recent history, were to be devalued and trivialised by its use as a weak-minded, off-the-cuff insult in a minor tiff about cycling (Blogger, last



week). Perhaps Gary Wright should read a book occasionally and, as a journalist, consider his words more carefully.

Adrian Rowland, by email

• I cycle regularly as it is the easiest way to get around town. Little did I realise that my use of a mode of transport would make me any type of "Nazi".

If the author could get past his rather obsessive loathing, which must be doing nothing for his blood pressure, and actually investigated the recommendation in the report he is citing, he would find that the proposed change would only place onus on the motorist in civil law (not criminal).

Thus where the cyclist is at fault, the cyclist would be found at fault. This really isn't too difficult to understand, and I doubt it would suddenly make me reckless – the pain of a crash with a car somewhat outweighs civil legal considerations. I would urge Mr Wright to try cycling from time to time. It can be quite therapeutic and might even help in the anger management issues from which he appears to be suffering. Although, unfortunately, I doubt cycling could help the quality of his journalism.

Stow, comment posted on blog at www.kentnews.co.uk

• Gary, if you're writing this nonsense in the vain hope of landing a shock-jock job at your local

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radio station, think again. Cyclists are this week's Muslims, or single mums, gays, lesbians or Jews, or whoever people like you, the Angry Tendency, take exception to.

Your readers will know that three people a week – pedestrians, cyclists, motorists, passengers – die at the hands of uninsured drivers.

Now, if you care about road safety, you might want to consider that, and you might want to vent your spleen in the direction of the man who buys a car for 50 quid, and doesn't bother to maintain it, MoT it or insure it, knowing full well that it's cheaper to see it crushed, and pay the £200 fine.

Have a nice day, or, if it's not happening for you, have a lie down ...

Simon Legg, comment posted on blog at www.kentnews.co.uk

• Your assertion that cyclists would take advantage of "Mr Truck Driver" for compensation is in extremely poor taste indeed, given the fact that in London alone, so far this year, ten cyclists have died as a result of being hit by HGVs.

And how many have received compensation? None. In fact, if you kill someone while driving, regardless of the vehicle, chances are you'll be looking at nothing more than a slap on the wrist and a maybe a couple of points on the licence if you're

unlucky. Life is cheap indeed if you're a cyclist or pedestrian on the UK roads.

Helen Booth, comment posted on blog at www.kentnews.co.uk

• Your comments regarding cyclists are in my experience quite true.

Many times have I seen cyclists riding through red lights or the wrong way down a one-way street and even on pavements, terrorising pedestrians. I do think they justify it to themselves in some way and so perhaps by getting them to contribute financially to the roads, they might take seriously the laws that drivers and motorcyclists abide by.

Clare Read, comment posted on blog at www.kentnews.co.uk

Great sum brewing

I would like to thank your readers for helping to make the World's Biggest Coffee Morning such a success. We hope to generate more than £200,000 from the event in Kent, and it's not too late to make your cup count as Macmillan has a service for people to make a £3 donation by text message. Why not donate the cost of your coffee? Text 'BREW' to 70123.

Laura Thornton, Kent fundraising manager for Macmillan Cancer Support, by email

Quite a smart idea

SmartWater sounds an interesting tool in stopping flytipping, but I have a few questions about the duty of care in using it and its availability. Does the householder have to purchase the SmartWater or the disposal contractor? How much does it cost and where can it be obtained? Does it work on every surface?



Richard Valentine, comment posted at www.kentnews.co.uk

• It sounds like magic, how does the SmartWater get on to the rubbish?

Basil James, comment posted at www.kentnews.co.uk

• SmartWater solutions are sprayed onto the waste by enforcement officers on behalf of the resident.

Once dry, this is invisible unless exposed to UV light. Flytippers will not know if the waste they are carrying is coated with SmartWater, and will run the risk of being caught and facing prosecution.

Melanie Hill, comment posted at www.kentnews.co.uk

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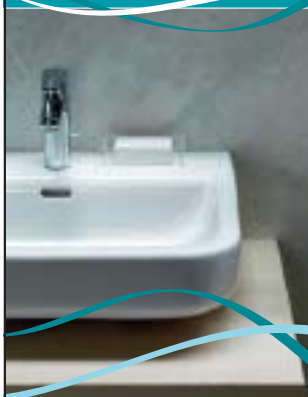
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Musical will get its teeth into you

Little Shop of Horrors show arrives from the West End

A GREEN-fingered shop assistant gets blood on his hands when he discovers a very special carnivorous plant.

The enormously popular Little Shop of Horrors visits Kent this week, direct from a successful season in London's West End. This funny, family-friendly musical will captivate audiences with its unforgettable songs, colourful characters and its giant animatronic, man-eating plant.

Dancing on Ice star Clare Buckfield plays the delicious Audrey, while former EastEnders actor Alex Ferns stars as the deranged dentist. Damian Humbley steps into the shoes of downtrodden Seymour, a floral assistant who believes he will never win the heart of beautiful colleague Audrey. But one day, just after a sudden eclipse of the sun, he finds a mysterious plant and takes it home.

The unusual specimen does not respond to the normal horticultural routines and looks as if it might die, despite Seymour's most tender attentions.

When he accidentally pricks his finger and draws blood, the plant's enthusiastic response appears to solve the mystery.

But as Audrey II grows bigger and bigger, how long can Seymour keep supplying the carnivorous plant with fresh blood?

LITTLE SHOP OF HORRORS

Running until Saturday, October 10

Assembly Hall Theatre,
Tunbridge Wells



Written by Alan Menken and Howard Ashman, this wickedly funny musical has become a huge hit when it opened off-Broadway in 1982. Based on the darkly comic 1960 film, the stage version won several awards and inspired a new musical film four years later, although the movie made several changes to the storyline.

Rick Moranis played Seymour and Steve Martin gave an unforgettable turn as the sadistic dentist, Orin Scrivello, while Levi Stubbs voiced the bad-tempered, R&B-loving Audrey II.

Despite the technical challenges presented by the

plant, Little Shop of Horrors is very popular with amateur dramatic groups and schools. This enduring success is probably due to the show's black humour, catchy songs and the larger-than-life personality of its villainous star.

Ferns, who plays Scrivello, became the man viewers loved to hate when he played abusive husband Trevor Morgan in EastEnders.

He made an abrupt exit from the soap in 2002 when Trevor was killed in an explosion.

Buckfield rose to fame in Grange Hill and 2.4 Children before moving on to other acting roles. She won new fans when she came second in the 2007 series of Dancing on Ice and now shows off her singing and dancing skills as soft-hearted beauty, Audrey.

Tickets are priced from £14.50 to £29.50. To book, phone the box office on 01892 530613/532072 or alternatively visit the website at www.assemblyhalltheatre.co.uk.



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CARVIN JONES

Saturday, October 10
The Westcoast, Margate

EXPERIENCE the incredible sight and sound of Carvin Jones when the guitar maestro visits Thanet.

The Texan-born musician lives in Arizona and was voted the state's top guitarist three years running. He has been championed by no less a figure than Eric Clapton, who described him as "the next up-and-coming blues rock player".

After opening shows for artists such as Johnny Winter and Carlos Santana on the US west coast, Jones got his big break with his cable TV series, The Carvin Jones Show.

Soon Europe had been 'Carvinated' and he had attracted celebrity fans, from members of Thin Lizzy to Iron Maiden.

Whether playing two guitars at once, standing upside down or bunny-hopping across the stage, the 'Phoenix Thunderbolt' gives unforgettable performances. One of the most exciting performers of his generation, he presents a live show filled with Jimi Hendrix/Freddie King-inspired rock blues, Texas shuffles and his own scintillating guitar runs.

Doors open at 7.30pm and tickets cost £8 in advance or £10 on the door. To book, phone 0208 460 4907 or visit www.feenstra.co.uk.

KEVIN 'BLOODY' WILSON

Saturday, October 10
Leas Cliff Hall, Folkestone



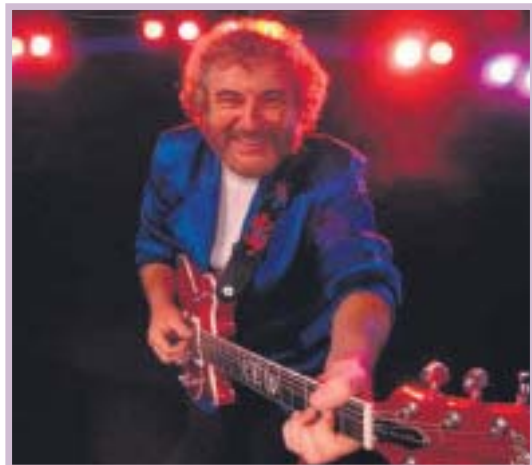
AUSTRALIAN comedian Kevin 'Bloody' Wilson has travelled from the other side of the world to entertain a Shepway audience.

After 25 years in the business, the politically-incorrect comic is in demand all over the globe, performing an average of 120 concerts worldwide every year.

His popularity is always high and this year's tour has been extended to three months to meet the demand for tickets.

Wilson claims to enjoy performing in the UK because the audiences 'get' his irreverent humour.

With album sales of more than three million to date, it appears that fans worldwide appreciate his jokes and musical humour. He has



written and recorded more than 200 songs, but he has no plans to slow down his hectic schedule.

"I often get asked about retirement," he said. "The truth is, I retired 25 years ago. I'm the luckiest bloke in the world getting to do what

I love for a living. I've always loved coming here."

The show, which contains adult material, starts at 7.30pm and tickets cost £20/£18.50.

You can book online at www.leascliffhall.org.uk or call the box-office on 0844 847 1776.

CLAIRE MARTIN

Saturday, October 10
Gulbenkian Theatre, Canterbury



ONE of the world's finest jazz singers, Claire Martin is renowned for her superb live shows.

Her performance in Canterbury is a 'must-see' for jazz fans as Martin has been voted Best Vocalist at the BBC/British Jazz Awards a record five times. As the presenter of Jazz Line-Up on BBC Radio 3 and a regular performer at festivals worldwide, Martin has won fans all over the globe and enjoyed a critically-acclaimed run at New York's Oak Room.

She will be singing songs from her new album, A Modern Art, which features a personal repertoire including both classic songs and original material, from the Rodgers and Hart number Everybody Today to work by more contemporary artists such as Mark Winkler, Donald Fagen and Michael Franks.

The title track takes a wry look at celebrity culture for Martin is always keen to perform new material and looks to both sides of the Atlantic for songwriters.

The concert starts at 7.45pm and tickets cost £15. You can book online at www.gulbenkiantheatre.co.uk or phone the box-office on 01227 769075.



LIVE AND LOUD

Production will create a climate of change

FIVE young people face up to a personal tragedy in new play Degrees Of Change.

The play follows the story of a group of people whose tragic experience prompts them to set off on a quest and think about climate change and their lives.

The play is at the New Eden Theatre at St Edmunds Catholic School, Dover, at 7.30pm on Monday. Admission is free. Visit www.carmelcentredover.com.

Witch play will you want to go and see?

YOUNG thespians from Dover will be performing an abridged version of Macbeth as part of the Shakespeare Schools Festival.

They will be among four schools performing at Quarterhouse on Friday.

The festival runs from Wednesday to Friday, with four schools performing each night. Book tickets at www.quarterhouse.co.uk or phone 01303 858500.

Project will help you explore town identity

A CROSS-BORDER visual arts project has gone on display at the Charlton shopping centre in Dover.

Artists from Dunkerque have taken part in Equivalence, a project which explores Dover's identity as a port town and gateway to mainland Europe.

See the project on levels five and six from 10am-5.30pm, Monday to Saturday, until November 7.

Heart Foundation will pump money into Kent

VOLUNTARY and community groups could benefit from grants of up to £2,000 from the British Heart Foundation.

With the Help A Heart grant programme, projects which promote healthy lifestyles or improve the lives of heart patients and their carers could receive a cash award.

To find out more, visit www.bhf.org.uk/helpaheartgrant or call 0207 554 0426.

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CREATION (PG)



In the year that marks the bicentenary of Charles Darwin's birth, Jon Amiel's biopic focuses on the turbulent period before Darwin committed his radical theories to parchment and reshaped science.

ADVENTURELAND (15)



In the summer of 1987, a college graduate takes a part-time job in a theme park and sets himself up for heartbreak when he falls for a co-worker who is having a secret affair with the park's handyman.

AWAY WE GO (15)



Sam Mendes's film paints a vivid portrait of contemporary America and its foibles as expectant parents leave behind their blissful backwoods home for the sake of their imminent child's prospects.

Truth be told, Ricky is just in it for the laughs

■ BY KATE WHITING

YOU'VE got to hand it to Ricky Gervais. Not many men could take the kind of insults thrown at him in his latest film – let alone write them in the first place.

The *Invention Of Lying*, which Gervais wrote, directed and stars in, sees him play loser Mark Bellison – unlucky in love and work but also the only person who can lie in an alternate reality where everyone tells the truth.

So when Mark goes to meet his beautiful blind date Anna (Jennifer Garner), for example, and asks her how she is, she takes one look at him and without a second thought, states: "Depressed and pessimistic about our date."

Surely even Gervais – known for his self-deprecating humour – occasionally reaches saturation point, when the insults start to hurt?

"No," he laughs. "I love it, and I don't know if that's because I've got no ego at all or such a big ego that nothing can hurt me. Someone insulting me makes me laugh."

The film, which recently had its world premiere at the Toronto Film Festival, boasts a talented cast, including rising star Jonah Hill, as Mark's suicidal neighbour, the "genetically-perfect" Rob Lowe, as his work and love rival, and cameos from Jason Bateman and his comedy-writing partner Stephen Merchant.

For all his Emmy and Bafta award-winning success, Reading-born Gervais still finds it amazing that he has become one of Hollywood's golden boys.

"I can't believe these people want to work with me. Truth is, I'm a bit of a chancer," he adds, flashing that famously cheeky grin.

"I'm very lucky to be in this position and no one's found me out yet."



HONESTLY: Ricky Gervais is still amazed by his success

While the film marks his directorial debut, the 48-year-old has long been writing his own material – and broke into Hollywood after *Extras* and the US version of *The Office* became hits across the pond.

Since starring in last year's *Ghost Town*, he's lost some of the David Brent paunch from hitting the gym in the States, but he insists he won't change in other ways and will not be sucked into the LA movie-machine.

"I don't think I play the Hollywood game as such – I'm not really an actor for hire. I've done the odd bits, but they're either returning the

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favour or just for a laugh. I sort of create my own work, really. I own my own labour, so I don't feel that I'm quite part of that mill yet and I don't know if I ever will be or want to be.

"And it felt like that for us on this film, that we were doing something that was ours and then we'll see if anyone wants to show it."

Gervais recently finished work on *Cemetery Junction*, which he wrote, directed and produced with Merchant and is due out next year.

He also starred in it. But ask him whether he prefers being director, actor or writer and he's quick to respond.

"The reason I ever started being in stuff or producing it or directing it was to protect the writing. I see the writing as the DNA and all the rest is bringing up the kid."

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IN STORE

Author and Flanimal at Waterstone's this week

MEET best-selling children's author Darren Shan and a real-life Flanimal at Bluewater this Saturday.

Shan will be making his last-ever UK book signing appearance at Waterstone's on Saturday, to promote the tenth and final book in his hit Demonata series. He will be signing copies from 10.10am.

Also, to celebrate the release of Ricky Gervais's new book, Flanimals Pop-Up, a character from the book will be at the store between 11am-3pm on Friday.

Pantiles is taking the continental approach

ENJOY a taste of Italy when The Pantiles in Tunbridge Wells is transformed into a continental-style boulevard.

Shoppers will discover a wide selection of both sweet and savoury foods at Italia in Piazza, which takes place from 9am-4pm on Saturday and 10am-4pm on Sunday. From Parma ham to extra long black and chilli pepper spaghetti, there will be something to please every palate.

For more information visit www.thepantilesonline.co.uk.

New book a must-have for Kent's festival-goers

AS the heady days of summer become a distant memory, recapture the excitement with the Festival Annual 09.

Festival-goers have uploaded their photos with the result a 312-page book featuring snapshots from across the country, along with personal stories.

Ten per cent of profits from book sales will be donated to the Oxfam charity.

Priced at £25, the Festival Annual 09 is available from bookshops and online at www.myspace.com/festivalannual.

You can have Monopoly on a National Trust site

BECOME a member of the landed gentry by playing the new National Trust edition of Monopoly.

Players can buy their own stately home or stunning piece of countryside, with the game, which features 26 of the National Trust's most beautiful sites from across England, Wales and Northern Ireland.

Buy the game for £25 and help to fund the Trust's work. The game is available only from National Trust shops and online at www.nationaltrust.org.uk/shop.

Body Shop Nutriganics keeping wrinkles at bay

COMBAT signs of ageing the organic way with the new skincare range from The Body Shop.

Nutriganics is a collection of certified organic skincare products which carry the world-respected ECOCERT mark.

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Heroes showing their mettle with gruelling tour of the UK

BY SIMON ROBINSON

PUNK/pop urchins Underground Heroes will be rocking Wales tonight in Cardiff – their fifth date on a gruelling UK tour.

The Medway quartet's 21-date tour began in Hitchin on Saturday and has already had stop-offs in Portsmouth, Bristol and Southampton.

The Heroes will head to The Garage in London this Saturday before heading north – going all the way up to Glasgow and back.

And their tour comes to a close at Ashford School, Ashford, on Sunday, October 25. That's 21 dates in 23 days.

Now I'm by no means an old man, but I'd struggle to remember my own name after such a gig-packed UK tour, let alone the words and chords to dozens of three-minute punk/pop masterpieces.

Reminiscent

Credit where it's due, the band's commitment to touring and getting their music out there to the masses in such places as Stoke (Sunday night), Doncaster (Thursday) and Crewe (Friday 23) is unsurpassed.

Which is probably half the reason the Underground Heroes are one of the best-known and best-loved emerging unsigned bands in the country and I'm, tragically, not.

That and the fact that the four-piece – made up of brothers Aaron and Joe Dollimore, George Penfold and Jak Miller – are incredibly talented at what they do.

If fast-paced, dangerously catchy yooof rock is what gets you leaping out of your skinny jeans then the Heroes are the band for you.



HARD CRAFT: Medway's Underground Heroes have embarked on a 21-date tour in 23 days, which ends in Ashford

The double vocals – reminiscent of a younger, more angry/drunken pre-break up Libertines Carl Barat and Pete Doherty – work perfectly and the entire band's on-stage enthusiasm is infectious.

It's surely only a matter of time before the

band replaces Derby (Wednesday), Blackburn (Friday) and Dundee (Saturday 17) with bigger venues.

TOUR DATES

- London Garage – Saturday, October 10
- Ashford School – Sunday, October 25

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IN PIECES: Canterbury-based rockers Amber Room perform Better Broken



HEAVY-HEARTED: Grunge outfit Kingskin play their track Stoner Girl



TOP FIVE UNSIGNED CHART

- 1 We Are Tides – Nothing Changes (from Canterbury)
- 2 Directions – Stop Drop and Roll (from Maidstone)
- 3 We Are Tides – White Eyes (from Canterbury)
- 4 Facades – Ghosts (from Canterbury)
- 5 Shelta – Beautiful Girl (from Bexley)

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YOUR TV REVIEW

■ BY TOM BETTS

LIVE FROM STUDIO FIVE

Five, 6.30pm, week nights

HAVE you seen Live from Studio Five?

If the answer to that is 'yes', then you may, like me, be dead.

I blew my brains out with a shotgun during the second commercial break of the second show I endured.

I'm writing this from the spirit world, sitting on a cloud next to Kurt Cobain, who decided to kill himself as he had seen it coming in the future.

It was grunge rock's first pre-emptive suicide.

OK, I'm not really dead, but anyone who has tuned into this shamolic mess may well have the feeling that life just wasn't worth bothering with any more.

Presenting are three dimwits who may be hard pushed to tie their own shoelaces, in this case ex-footballer Ian Wright, Melinda Messenger and the blonde, prettyish, smiley one from the last series of The Apprentice, Kate Walsh.

These three, who shouldn't be allowed within 300 yards of a sweetshop, let alone on camera to debate current affairs, are allowed to share their insight into the day's news talking points.

And that's bad when there are serious things going on.

After being briefed on the day's current-affairs media output – seemingly about five minutes before the credits roll – the trio of nitwits are let loose on live TV to trundle through their badly-formed opinions.

They offer nothing to any debate... nothing at all.

Interspersed with all this are snippets of celebrity gossip and inane interviews with middle-of-the-road entertainers.



MINDLESS: Ian Wright, Melinda Messenger and Kate Walsh (right) should be switched off

Truly moronic comments abound.

One recent classic was from Kate.

After a screening of Cheryl Cole's new solo video, she, without any sense of irony, asked: "Where are the rest of Girls Aloud?" in a Brummie accent that would shatter bulletproof glass.

Well, that's kind of the point of a solo project, Kate, you do it on your own!

The format itself is tried and tested – Matthew Wright has trod this path for years in the mornings, but at least he can read an autocue or stop himself from bouncing up and down in his chair for more than four seconds, unlike Ian Wright who may have an ant infestation in his underpants.

It won't be long until this is axed, so, if you can hack it, I beg you to take a look and witness the awfulness for yourself before it leaves us forever.

YOUR WEEK'S HOROSCOPE

BY RUSSELL GRANT



AQUARIUS (Jan 21-Feb 19)

ERRANDS are catching up with you. You've got to tie up the loose ends you've left straggling. It's much easier to find things when you're not surrounded by clutter all the time. Besides, you'll never know when somebody will drop in unexpectedly. Being a good host will fill you with pride.

• To find out more about what the stars have in store call Russell on **Aquarius** 09067-531762



TAURUS (Apr 21-May 21)

BALANCING your personal and private life is important. If you feel burned out see your boss about taking a break. You may be surprised at how generous they are about giving you time off. Don't neglect a youngster because of your social life. You have of commitments now.

• To find out more about what the stars have in store call Russell on **Taurus** 09067-531753



LEO (Jul 24-Aug 23)

YOU'RE tired of the predictability of life. Going on a long trip is just what the doctor ordered. Fortunately, a business or romantic partner has got some spare cash and they'll be happy to share the fun with you. Take this chance to explore a country that has always fascinated you.

• To find out more about what the stars have in store call Russell on **Leo** 09067-531756



SCORPIO (Oct 24-Nov 22)

YOU could be rewarded for your diligence. If you've been looking for a job you could find one that will let you work from home. If you already have a position you may be given a pay rise. It's even possible your employer will move to a new office that cuts your commute in half.

• To find out more about what the stars have in store call Russell on **Scorpio** 09067-531759



PISCES (Feb 20-Mar 20)

A CHEQUE you've been waiting for could finally arrive. Use it to buy something fabulous to help you escape from mundane routines. Don't feel guilty about treating yourself. Normally, you spend your hard-earned money on your nearest and dearest.

• To find out more about what the stars have in store call Russell on **Pisces** 09067-531763



GEMINI (May 22-Jun 22)

FRIENDS are urging you to expand your horizons. Don't be surprised if one of them asks you to go with them on a trip or gives you some unasked for advice. Stress at work could be affecting your personal life. It's possible you've outgrown this job. Look around for a new position.

• To find out more about what the stars have in store call Russell on **Gemini** 09067-531754



VIRGO (Aug 24-Sep 23)

YOU have a great opportunity to free yourself from debt. If your bills have spiralled out of control contact a financial expert – they can help you. The ability to retire early or pay cash for a house or car will cause your self-esteem to soar. A romance could be brewing.

• To find out more about what the stars have in store call Russell on **Virgo** 09067-531757



SAGITTARIUS (Nov 23-Dec 21)

A LOVE affair has reached an exciting new phase, giving you a fresh outlook on life. In the past you were sceptical about people who claimed to have been transformed by amour. Now you've been converted. Spending more time together will only deepen your commitment.

• To find out more about what the stars have in store call Russell on **Sagittarius** 09067-531760



ARIES (Mar 21-Apr 20)

YOU'VE been feeling pretty neglected recently. Fortunately, friends are around with all the tender loving care you might need. Normally, you find all this a bit annoying, but now you'll be grateful for it. Try to be reliable at work, or you could make some enemies.

• To find out more about what the stars have in store call Russell on **Aries** 09067-531752



CANCER (Jun 23-Jul 23)

THIS is a great time to apply for a promotion or high-profile job. Climbing the ladder of success will be effortless. The perks of the new job will be significant. A snooty professional could turn up their nose at your amateur efforts. Don't let them spoil your favourite hobby.

• To find out more about what the stars have in store call Russell on **Cancer** 09067-531755



LIBRA (Sep 24-Oct 23)

A CLOSE relationship reaches an important turning point. Getting engaged or married is a strong possibility. So is starting a family. Alternatively, you could decide to form a lucrative business partnership. If you need to buy or sell property, enlist the aid of a professional.

• To find out more about what the stars have in store call Russell on **Libra** 09067-531758



CAPRICORN (Dec 22-Jan 20)

STICKING close to home will give you quiet pleasure. You have a golden opportunity to take time off and potter around the house. If you've been thinking about buying or selling property, a deal could come through this week. You'll get a lot more money than you bargained for.

• To find out more about what the stars have in store call Russell on **Capricorn** 09067-531761

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- Organise invoice finance for tough times
- The big move back into shares
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what's inside

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Why those small businesses who keep a close eye on their costs and spend wisely are more likely to survive these tough times

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With the tough trading conditions set to continue for some time, it is more important than ever for Kent companies to keep a close eye on their all-important cash flow

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With the delay in new pension rules, we discover why it's more important than ever to start pen-

sion contributions to safeguard your future

Page 9

With widespread job losses yet to really start in the public sector, finances for many households could be strained for months, even years, to come. Here's how to make savings...

Pages 10

Late payment of invoices is a serious problem for small businesses, so there may never have been a better time to adopt invoice finance as a way of maintaining your company's bank balance

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Discover why although evidence

of economic recovery remains patchy, small investors are turning their backs on poor savings rates and moving back into shares

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With an estimated one in four households choosing not to renew or cancelling their insurance premiums, industry experts believe many business owners, struggling in the current recession, will follow suit in a bid to cut costs. We explain why this is a gamble not to be taken

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For most of us, saving a few quid and doing our bit for the environment is sensible and worthy and, with electric cars auto-

matically exempt from tax, politicians and car makers are jumping on the electric bandwagon

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Against the current economic backdrop, buying a new car starts to make sense because dealers are desperate to sell and that means hefty discounts – far greater than you can earn from years of saving...

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After a few stutters and bangs, the Government's £2,000-a-go Scrappage incentive got off to a flying start

Page 18

Downsizing saves money, but sensible driving can knock even more off your motoring bill

Essential guide to where you can save

■ SCG Construction in Canterbury is offering 10 per cent off all landscaping

■ Old Sawmills furniture store in Ashford is offering 20 per cent off all showroom items

■ The White House hair and beauty salon in Deal is offering a free manicure at the same time as a cut and finish

■ Village Hotel, hotel and leisure club in Maidstone is offering 50 per cent off leisure club joining fee when you present a voucher available from www.vouchersforkent.co.uk

■ KOS is offering ultra slim Danish Skagen watches for men and women at only £69.99, saving £20 on the RRP

■ Furniture Island in Folkestone is offering an extra five per cent off everything in store every Saturday and Sunday

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ECONOMIC confidence seems slowly but surely to be returning, with forecasters now only arguing about when the recession will officially be over.

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Christmas is still a few months away yet, but if money is tight it may be easier spread out the present buying over a few months.

So why not spend a few minutes flicking through the online booklets, and you may end up being able to tick off a few people from your present list and save yourself money at the same time.

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Go for prudent



WISE spending is simply about questioning every expenditure.

Some business owners are so engrossed in running their companies and chasing the next big sale, that they forget to focus on their finances.

It's like driving 100 miles per hour around the M25 with no destination in mind and not looking at the fuel gauge. In a recession every business needs to rethink all its costs as priorities change.

Review your expenses

Keeping track of your costs can seem daunting, but it doesn't have to be a mammoth task – simply check bank statements regularly and make a note of what payments are due and when.

Remember to include taxes, National Insurance contributions, pension contributions and any licences you may need.

Although the 'tax man' has arguably been lenient over recent months by allowing payments to be delayed, he'll still want his money, and if the Treasury's coffers dwindle much further, it'll be a case of sooner rather than later.

Look at it the way you look at your household budget.

Be aware of every fixed cost, including salaries, rent and business rates, and every variable cost, including materials and stationery.

If you need to cut, prioritise

Cutting costs isn't always easy, but it might be essential to help get you through the recession.

However it is vital that cuts are made in the right places, so assess which areas your

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pruning and not slash and burn

business can realistically afford to cut back on.

Consider whether your labour force is too big, but increasingly businesses are thinking about reducing staff hours, job-sharing or offering a sabbatical before the ultimate sanction of making redundancies.

For 'one-man bands', vacating a premises and renting a serviced office for meetings and working from home may be an option, especially if you have the right IT in place.

When looking to shave costs, suppliers, including landlords, are more likely to be flexible if you let them know sooner rather than later and keep to the agreed payment terms.

Monitor your returns

For every sale you make you need to assess whether it is worth it, as the true margin is sales, minus variable costs, minus the actual cost of collecting the cash.

The danger when work is tight is that businesses go chasing sales. If you are forced to do this, always make sure you've credit checked your new customer before agreeing terms.

You should also consider putting invoice



When faced with falling sales, reduced access to credit and squeezed profit margins, many small businesses find it hard going. However, **Andrew Metcalf**, vice chairman of the Institute of Directors Kent and director of Maxim, the Tunbridge Wells-based PR and marketing agency, believes those who keep a close eye on their costs and spend wisely are more likely to survive

finance in place, and at the very least make sure your credit control people keep an eye on customers who are slow to pay.

Wisdom

When it comes to the costs you do control, such as PR and marketing, take time out to get a feel for whether the strategy is working.

Every hard-earned pound should be made to work very hard. If it's not delivering consider changing tack, taking advice and looking at what your competitors are doing.

Be careful not to cut costs in the wrong areas, however, as this could do more harm than good.

The received wisdom is don't cut your advertising or marketing costs altogether – as the people who have been best placed for the upturn are those who persisted with their marketing. I would say that wouldn't I? But it's true.

• To contact IoD Kent call 01732 849570, Andrew Metcalf can be contacted on 01892 513033.



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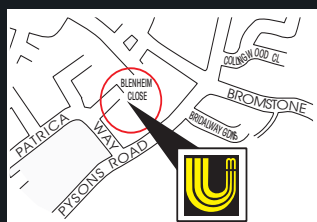
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■ KOS is offering five Global knives set, scissors and block. Only £199.99, saving £150 off the RRP

■ Village Hotel hotel and leisure club in Maidstone is offering 20 per cent off your bill at Starbucks café with a voucher, please note this offer is only valid at Village Hotel Maidstone – get your voucher from www.vouchersforkent.co.uk

■ KOS is offering a leather organiser handbag by Jane Shilton only £49.99 inc p&p, saving £40 off RRP

■ Northgate Alfa motor dealer in Canterbury is offering fixed-price servicing for cars three years plus. Bronze Care Petrol or Diesel £109

■ KOS is offering luxury Egyptian cotton 400-count percale bed linen. Save up to 40 per cent off RRP

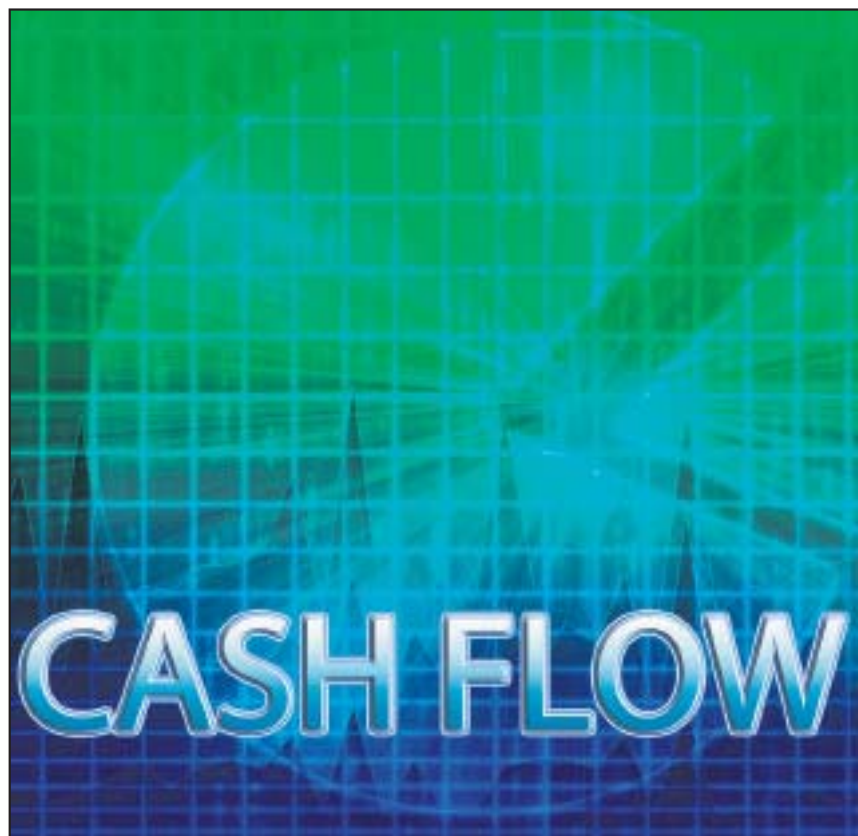
■ True Grip leisure activity centre in Canterbury is offering 15 minutes of karting, £10 on arrive and drive. Sundays only, 10am-2pm

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TERMS AND CONDITIONS APPLY TO ALL OFFERS

Don't let cash flow



WITH tough trading conditions set to continue for some time, it is more important than ever for Kent companies to keep a close eye on their cash flow, according to Business Link.

Ian Netherton, Business Link business adviser, warns that poor cash flow is the biggest single killer of otherwise viable businesses.

"Even companies that have never had any problem with cash flow or credit control need to have systems in place," said Mr Netherton. "Otherwise the loss of a major customer or events over which they have no control – such as disruptions to the postal service or a major increase in cases of swine flu – can have serious knock-on effects."

Business Link recommends that companies should have at least some of the following credit control procedures in place:

- Carry out credit checks on new customers before supplying them with goods and services
- Be clear right from the start about your terms of business
- Make sure the goods and services delivered are as specified – so there's no excuse to query the invoice
- Send your invoice promptly and check it has arrived
- Keep an aged debtors ledger so you can see at a glance who owes how much and from when
- Two or three days before an invoice is due to be paid, phone to make sure



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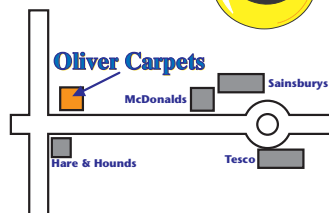
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drain your business dry

that payment is set to be made

- As soon as payment is due, send a statement
- After a fortnight, telephone or send a letter – if necessary follow this with a visit
- Consider charging interest on the late sum – as allowed under the Late Payment of Commercial Debts (Interest) Act 1998
- Make use of technology – send invoices by email (they won't get lost or held up in the post) and ask for payment by BACS CHAPS to prevent the risks associated with bounced, missing or lost cheques
- Carry out monthly cash flow forecasts, more often during leaner periods.

Mr Netherton continued: "At this time of year, businesses need to pay particular attention to how their bank balance will be looking in coming months.

"Although good for people in sectors such as retail and leisure, Christmas can be bad news for many companies as poor weather, staff sickness and the extended holiday period can have a major impact on income.

"When this is combined with the bills that many companies face in January – such as corporation tax self-assessment payments – then it is no surprise that the first quarter of the calendar year is the peak period for company insolvencies."

If cash flow forecasts show that money is likely to be tight in coming months, Mr Netherton advises keeping your bank abreast of the situation and also considering options such as

factoring and invoice discounting.

He added: "Don't hide from financial problems – confront them and once you have a system in place it is relatively easy to keep on top of your debts.

"The benefits will include being able to reduce your borrowing, less stress and a more dependable supply of cash.

"And you will be at the front of the queue when your customer is paying his bills – because it is the businesses that chase for payment that get paid first."

"Business Link can offer support and advice on how to improve cash flow as part of a free, confidential Business Review.

"For businesses with four or more staff, this review is undertaken with the owner or manager by a Business Link adviser at a local venue or at the company's premises.

Subsequently, the adviser will prepare a plan summarising the practical actions agreed during the meeting.

Also included will be useful information and referrals to suitable organisations and services that will further help to improve the overall performance of the business.

For owner managed businesses with no more than two full-time staff, the Business Review is provided as part of a four hour workshop called 'Boost your sales and profits'.

The free workshops are available across Kent until December.

For more information about managing cash flow or to book a free Business Review, call 0845 600 9 006.



WARNING: Ian Netherton, Business Link business adviser

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Sacrifice now for a better pension later

NEW pension rules that were due to come into force in 2012 requiring all employers to make pension contributions for their staff have been delayed by up to a further four years, depending on the size of the company.

Steve Carpenter, tax manager at Maidstone-based DSH Chartered Accountants and Business Advisors, explains below that starting pension contributions now is more important than ever.

The Personal Accounts savings scheme is designed to encourage those on low and middle incomes to save for their retirement. More than 10 million workers were set to be automatically enrolled in the pension from April, 2012, over an 18-month period.

Contribution

The eventual target contribution is three per cent of the employee's salary. To encourage employees to contribute as well, their pension fund will receive a tax relief payment from the Government equivalent to 25 per cent of their contributions, which are targeted at four per cent of pay.

The Government has now admitted workers will have to wait to receive the full benefits of the scheme, with some facing a wait until October, 2016, before they can join.

As the new rules have been delayed, starting contributions now, in advance of the new rules, should lead to better pensions on retirement.

An opportunity to do this already exists by using salary sacrifice in agreement with their employer. These allow employees to work for a lower rate of pay in exchange for a pension benefit from their employer. This can leave you both better off.

Take a typical employee earning £30,000 per annum, for example, who makes personal pension contributions of £100 per month. The pension company can claim a tax credit of £300, making the total contribution to the pension £1,500 for the year. Their pay after tax will be £22,624, leaving £21,424 to spend after paying pension contributions. The cost to the employer is £33,108.

If the employer pays £1,500 to the pension plan instead, and the employee's pay is reduced to, say, £28,500, the employee will have an extra £165 to spend after deducting tax and national insurance, but with no pension contributions to make. In addition, the total costs to the employer fall by over £190.

So, instead of waiting for the Government to make provisions for your future, consider a salary sacrifice arrangement which can benefit both employers and employees.

• **DSH Chartered Accountants and Business Advisors** can be contacted on 01622 690666 or visit www.dsh.co.uk.



FUTURE: Steve Carpenter urges people to pay into a pension now

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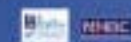
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Crunch your spending

BY JEREMY GATES

TWO years into a credit crunch, it's easy to get carried away by the euphoria created by the booming stock market and widespread talk that recession is over.

At household level, the situation is more serious, with accountants KPMG predicting personal insolvencies will hit a record 150,000 plus in 2009.

Debt Relief Orders, enabling consumers with debts under £15,000 to escape bankruptcy, are 28 per cent up on 2008 levels.

With widespread job losses yet to really start in the public sector, finances for many households will be strained for months, even years, to come.

Here are some tips for slashing your costs:

Cut energy bills

Households paying online and by direct debit now pay £284 per year less than those which get bills through the post and pay by other means – that's £978 against £1,262.

And the gap could top £300 soon, reckons Mark Todd at energyhelpline.com.

"It is no accident that the gap is widening so fast," he says. "Many people are coming off capped rates at the same time, so the energy suppliers – six majors and smaller players – are swooping like vultures to grab as many as they can."

"Unless you are vigilant and shop around, you won't get a good deal. It's as simple – and brutal – as that."

Todd says consumers may need only an email address to get the best deals. For EDF's



SAVING: More people are discovering the benefits of hunting for money-off coupons

Online 5 account, they can sign up on the internet and then ask for paper bills.

Around 40 per cent of consumers pay bills by direct debit, saving an average £98 per year.

Save more with coupons

With profits at Morrisons surging 40 per cent on a promise of good value, supermarkets chasing market share are expanding own brand lines, including Waitrose Essentials, Tesco's Discounter range and Sainsbury's 'switch and save' campaign.

But canny shoppers can go one better by using vouchers to cut prices of many goods and services.

There's been a massive switch to vouchers and coupons in the past year.

Robin Goad, UK director at competitive intelligence service Hitwise, says: "People look online to research a product, looking at where

to find the best price, and finally doing a search to see if there is a voucher for it."

Make savings count

Kevin Mountford of moneysupermarket.com claims savers have not suffered adversely in the banking crisis.

"Although interest rates are down from 5.25 per cent to 0.5 per cent, because savings rates have decreased by a lesser degree (and indeed are starting to rise again) savers get a better margin above base rate than this time last year," he says.

Try to pay off debt

Although personal debt levels fell in August for the first time in 16 years, Danny Cox of Hargreaves Lansdown says this should be only a start.

"Reduce spending and use money saved to reduce personal debt first (credit cards, overdrafts, store cards, loans) and then your mortgage," he advises. "Hold a cash cushion to help meet unexpected bills or to cover expenditure if income reduces or falls."

Hunt for the cheapest loans

"If you need to borrow to buy a new car, or a better secondhand one, a personal loan can be the cheapest option," says Nationwide's Chris Rhodes. "Packages offered by dealers can look attractive, but a special offer of zero per cent finance for the first year can move into a higher rate for the rest of the term and prove more expensive in the long run."

Rent, don't buy

In August, rentals of DIY equipment surged 35 per cent, gardening equipment 28 per cent, and motorhomes 54 per cent, according to online rental marketplace erento.co.uk.

Essential guide to where you can save

■ Canterbury Hyundai motor dealer in Canterbury is offering £29.95 on MOTs while you wait

■ Village Hotel, hotel and leisure club in Maidstone is offering this deal: buy two large glasses of wine and get the rest of the bottle free at the Victory pub

■ Maidstone Kia motor dealer in Maidstone is offering a Lifeshine full car care for only £299

■ Oliver Carpets in Ramsgate, Herne Bay and Cliftonville is offering five per cent off when you spend over £250

■ Secure Style, windows, doors and conservatories in Herne Bay is offering 30 per cent off windows and doors

■ Lay Well flooring store in Sittingbourne is offering a free upgrade on underlay

■ Cliftonville tile centre in Cliftonville is offering free adhesive and grout on all tile orders over 15 metres

■ Decorators Choice, supplier of paints and wallpapers in Canterbury, is offering 15 per cent off all paints

■ Wells Clinic in Ashford is offering £50 off skin lifting and tightening. Lines and wrinkle reduction treatment

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■ The White House hair and beauty salon in Deal is offering a free 10-minute Kerastase treatment

■ Maidstone Kia motor dealer in Maidstone is offering MOTs for £45

■ KOS is offering Sun Blaster Glare Shields from £14.99

■ FG Barnes motors in Maidstone is offering MOTs for only £39.99

■ Bannatyne Health Club in Ashford is offering a brand new gym bag worth over £25 to all new members

■ KOS is offering big button digital cordless phones for just £24.99, save £20

■ SCG groundworks in Canterbury is offering 10 per cent off all building works

■ KOS is offering goose down surround pillows from only £24.99 inc p&p, save up to £125 on RRP

■ Secure Style windows, doors and conservatories in Herne Bay is offering 30 per cent off fascias

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TERMS AND CONDITIONS APPLY TO ALL OFFERS

Invoice finance is capital idea



ORGANISING CASH FLOW: Paul Saunders

A SALE isn't a sale until the money is the bank, and with late payment of invoices a serious problem for small businesses, there may never have been a better time to adopt invoice finance as a way of maintaining your company's bank balance.

In times of economic difficulty small and medium-sized enterprises (SME) traditionally face cash-flow issues that are compounded by a tendency among their customer businesses to delay payments, usually because they face similar difficulties.

The Federation of Small Businesses recently confirmed companies have seen their usual 30-day wait for an invoice to be paid stretched out to 60 or even 120 days by their customers, many of which are large corporations and retailers.

These delays can prove catastrophic for otherwise viable businesses.

Invoice finance takes away this stress. Clydesdale Bank's invoice finance service enables businesses to obtain immediately up to 85 per cent of the value of invoices they issue, with the remainder payable when payment is received.

This means they always have rapid access to funds which reflect their commercial performance.

Paul Saunders, managing partner at Maidstone, explained: "Invoice finance is all about improving cash flow, which is a major issue for businesses as it leads to more companies failing than anything else.

You can have the best sales pipeline in the world but if you don't have cash coming in you won't be able to meet salary

payments or pay your key suppliers.

"Invoice finance works by bridging the gap between an invoice going out the door and payment coming in, which helps the company run smoothly. We fund the lion's share of the invoice value when it is raised, with our clients getting the rest when their customer pays."

Recognising the scale of the demand, Clydesdale Bank recently committed an extra £100 million to its invoice finance fund. The increased support for the local SME community is available through the bank's Financial Solutions Centres (FSC) in Tunbridge Wells and Maidstone.

"Invoice finance is fast replacing traditional overdrafts as the preferred way to borrow, and the certainty over cash flow it gives is even more important in the current climate. We responded to increased demand by earmarking an extra £100m for lending in this area and I'm pleased to say it's already making a real difference," said Mr Saunders.

Shield

"As well as helping existing business customers of the bank, we are keen to see new, well-managed companies benefit from this new fund, demonstrating our ongoing commitment to supporting the SME community, which is the backbone of the economy."

Alongside invoice finance, Clydesdale Bank has also seen many clients opting to take up credit insurance to protect them from customers going bust. Every time a company fails there is a financial impact to all of their suppliers as well, and credit insurance helps to shield a business from this.

Local businesses interested in finding out more about invoice finance or other funding options, can call Clydesdale's business branches in Maidstone (01622 625400) or Tunbridge Wells (01892 617620).

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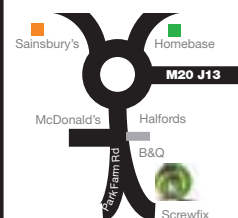
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■ True Grip leisure activity centre in Canterbury is offering 15 per cent off 4x4 road driving experience

■ KOS is offering personalised Weekender bags for only £29.99

■ Caffyns Vauxhall motor dealer in Tunbridge Wells is offering £250 off used vehicles when you present your voucher only at Caffyns Vauxhall Chevrolet

■ KOS is offering Garden Sonic Blaster for only £29.99

■ The White House hair and beauty salon in Deal is offering 30 per cent off colouring

■ KOS is offering Zero Gravity recliner chairs from only £124.99

■ Baileys Nissan motor dealer in Canterbury is offering 15 per cent off all servicing

■ KOS is offering Sanderson Summer Breeze bedlinen. Save £50 on RRP

■ Caffyns Vauxhall motor dealer in Tunbridge Wells is offering half price MOTs with a service

■ KOS is offering Remington Titanium washable shaver for only £49.99 inc p&p save £50 off RRP

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TERMS AND CONDITIONS APPLY TO ALL OFFERS

Investors return

By **JEREMY GATES**

ALTHOUGH evidence of economic recovery remains patchy, small investors are turning their backs on poor savings rates and moving back into shares.

Three new surveys all confirm that small investors have played their part in the bounce in London's FTSE-100 from 3,460 points in March to more than 5,000 now.

In total, they have over £150 billion in shares, against the peak of £283bn in 1999.

Virgin Money says 45 per cent of independent financial advisors think shares now provide the best return on clients' money, against only 29 per cent a year ago.

Confident

"Cash is the big loser as investors have started to shirk the relative safety of cash in favour of capitalising on the long but consistent curve of recovery in the stock market," says spokesman Grant Bather.

This view is confirmed by Rebecca O'Keefe, head of investment at Interactive Investor, where online trades cost £10 each.

"Trading figures have returned to levels we have not seen since the peak of the dot.com bubble in 2001," she says.

"As the FTSE hovers around 5,000, investors clearly remain confident the market will continue to perform well. August saw record UK trading on our platform, with trading again dominated by big banks and companies involved in mineral production."

More than 140,000 small investors trade with Interactive Investor, and some have seen a 70 per cent jump in the value of their portfolios in 2009, often because they backed stricken banks.

Barclays is up seven-fold, while Royal Bank of Scotland has seen a five-fold rise.

A third survey, from Prudential, says share buying by small investors is rarely based on expert knowledge.

The Pru thinks more than 17 million small investors have held shares at some time over the past decade, and two-thirds of them (65 per cent) bought without any professional advice.

Mostly, they rely on internet searches or media reports when selecting shares to buy. Only 16 per cent are guided by a financial advisor, four per cent consult a stockbroker, while 10 per cent are guided by bank or building society staff.

"Not everybody is fortunate enough to have spare funds to save or invest, but many people do," says Trevor Cheal, Prudential retirement savings business director.

"It is staggering how few are seeking financial advice or looking to capitalise on the growth potential the stock market has historically offered."

Shares, therefore, may be driven by the 'herd instinct'. What happens next is anybody's guess.

"Those who have underestimated this rate of recovery have been hurt badly," says Jeremy Smith, head of UK equities for fund manager Neptune Investment Management.

"We believe that, with continued positive momentum, the FTSE-100 can reach 5,500 in short order."

But Derek Stuart, manager of the highly-rated Artemis UK Special Situations Fund, warns that markets have moved far beyond fundamentals.

With rising oil prices, rising unemployment and the biggest decline in US consumer credit since 1944, he wonders how long the rally can last.

Talk of resurgent shares poses a big dilemma for Britain's over-50s.

From October 6, they can invest a maximum £10,200 each in equity ISAs (Individual Savings Accounts) under new limits allowed by Chancellor Alistair Darling. The new limit applies to everybody else from April, 2010.

The ISA wrapper means all capital gains on shares is tax free. Dividend income is taxed at 10 per cent. For higher-rate taxpayers, the attractions are obvious.

But if markets lose their nerve, or Britain's economy enters the widely-feared 'double-dip recession', buying shares now could soon incur hefty losses.

In these uncertain times, here are the key rules for investors to follow:

- After London shares have risen so far so fast, chances of further capital gains are inevitably reduced, in the short term at least.

With commentators predicting falls in the next 18 months, equity investment must be for a minimum five years, preferably for 10.

One of the most successful managed funds, Jupiter Financial Opportunities, has produced a total return of 815 per cent since its launch in June, 1997, a compound annual growth rate of 19.8 per cent.

Fund manager Philip Gibbs parked a big slice of his fund in cash through last year's turmoil, so his supporters are keen to see what he does next.

- Older investors, closer to retirement, need the protection of a widely-diversified portfolio to ensure their income stream is not slashed by the sort of market turmoil we saw in autumn 2008.

CROSSKEYS COACHES



2009 DAY TRIPS AND HOLIDAYS

October ADULT

Sat 10th	Calais & Cite Europe	£19.00
Tues 20th	London Eye & Thames Cruise	£36.00
Thur 29th	Boulogne & Nausicaa	£23.00
Sat 31st	Halloween at Disneyland	£60.50

November ADULT

Mon 2nd	Afternoon Cite Europe	£13.00
Sat 7th	Disney On Ice Princess Wishes	£41.00
Tues 10th	Cherkley Court & Gardens Christmas Fair	£19.50
Wed 11th	Ypres Battlefield Tour & Menin Gate	£35.00
Mon 16th	Westfield Shopping Centre	£17.00
Thur 19th	Boulogne	£23.00
Sat 21st	Romford Market	£15.00
Wed 25th	Blewater or Lakeside	£16.50
Sat 28th	Bruges Christmas Markets	£31.00
Sat 28th	Birmingham Tattoo (2 Days 1 Night)	£97.00

November (continued) ADULT

Mon 30th	Warner's Bodelwyddan Castle	£295.00
	Historic Hotel, Wales	
	(5 Days 4 Nights)	
Mon 30th	Maidstone & Newnham Court Shopping Village	£11.50

December ADULT

Sat 5th	Christmas at Heaven Farm & Batemans	£19.50
Sun 6th	Frankfurt Christmas Markets	£34.00
Mon 7th	Afternoon Cite Europe	£13.00
Wed 9th	London Christmas Lights & Sights	£16.00
Sat 12th	Thursford Christmas Spectacular	£58.00
Sat 12th	Bruges Christmas Markets	£31.00
Sun 13th	Lille Christmas Markets	£33.00
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Sun 20th	Calais Christmas Markets	£19.50

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for share of the action

"A portfolio should include equities, bond funds, cash and property, reflecting your own attitude to risk," says Ben Yearsley at IFA Hargreaves Lansdown.

- Make sure any equity investment is global, because Britain faces a turbulent 18 months while other parts of the world are likely to recover more quickly.

Yearsley, for instance, likes the Neptune Balanced Growth Fund, with nearly half invested in the UK, five per cent in Japan, five per cent in Russia and the rest spread around countries and sectors which look interesting.

Drip feeding

Another well-regarded fund is First State Asia Pacific Leaders, a £2.9 billion fund invested in large and mid-cap companies in Asia Pacific, excluding Japan.

- In rockier economic times, steady income may be more important than capital growth – so look to invest in funds which invest in companies which pay good dividends.

- Look to drip-feed an investment, paying in perhaps £100 per month to a managed fund. It means if the share price falls, you get more units when share prices eventually recover.

"By drip-feeding funds into the market over the longer term, investors take advantage of pound cost averaging, buying in peaks and troughs but buying disproportionately more on dips," says Dr Stephen Barber, who advises Selftrade, an execution-only stockbroker.

Above all, whatever Prudential might suggest, the global economy is really too risky these days for investors to rely on rumours and online discussion boards. They really should check the views of professionals – fund managers and financial advisors – before they commit cash. The old days of easy profits on equities may be gone forever.



LONG-TERM INVESTMENT: Three new surveys all confirm that small investors have played their part in the bounce in London's FTSE-100

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DON'T GAMBLE:
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company to
cut costs

Cutting corners is a risky business

WITH an estimated one-in-four households choosing not to renew or cancelling their insurance premiums, industry experts believe many business owners, struggling in the current recession, will follow suit in a bid to cut costs.

However, Belmont International, one of the South East's largest independent insurance brokers, based near Sevenoaks, believes that companies can avoid putting themselves at risk by spending a little time examining what they actually need to ensure compliance with their legal obligations, commercial mortgages or leases, or what financial risk they can bear.

A recent survey of 2,000 households, undertaken by YouGov research on behalf of the Association of British Insurers (ABI), found that 22 per cent of households had cancelled their contents insurance and 17 per cent had ditched the compulsory buildings insurance in an effort to cut costs during the recession.

Belmont International has successfully helped many local businesses to reduce their premiums without the need for such drastic action resulting in lower costs and the all-important peace of mind.

Jeopardise

David Armstrong, associate director at Belmont International, said: "Although many businesses may be struggling financially during the current recession, deciding to stop paying their premiums or renewing their buildings, business continuity insurance, to save money is a very risky game to play.

"Failure of the directors to adequately insure a business's activity or essential asset can seriously jeopardise the future of a business and in the case of liability insurance could leave business owners and directors exposed to prosecution and personal financial loss."

Commercial property insurance is important for most businesses, says Belmont International.

Not insuring a commercial property in terms

of its physical structure leaves a business financially exposed should there be a serious incident and may place them in breach of the terms of any mortgage agreement.

The cost of building insurance is determined by a combination of factors, including postcode, the size and type of the property, the insurer's view on the prevalence (or absence) of crime, flooding or subsidence in the area, as well as any attempts by the owner to improve the property's security and claims history.

Mr Armstrong continued: "The key is not to underinsure, so make sure you have a proper re-instatement valuation, plus inventory of stock and equipment.

"The tendency is to underestimate so as to minimise premiums and then regret it when the claim comes in.

"Many businesses may consider the risk of a fire to be low particularly if they have good security and fire protection thus reducing premiums, but retaining cover.

"There are a variety of things that company owners should consider when wishing to minimise costs without jeopardising their business, but only experts such as Belmont International will know what all of those risks and options are."

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Think meaner, leaner and greener

CARMAKERS deserve credit for some leaner and meaner models in response to global warming, new legislation and volatile fuel prices.

It normally takes five to seven years to bring a new car to the market, so 'new generation' cars we all crave simply cannot happen overnight.

But manufacturers are understandably reluctant to sideline the internal combustion engine in favour of expensive research and development of new technologies.

Nevertheless, the Government is pressurising people into smaller and cleaner cars through new road tax bandings, ranging from zero to £400/year and set to become tougher.

Next year, gas guzzling limos or 4x4s face £950 road tax in the first year although anyone spending £50-100,000 surely won't blink at this 'paltry' sum.

For most of us though,

BY **STEVE LOADER**

saving a few quid and doing our bit for the environment is sensible and worthy and, with electric cars automatically exempt from tax, politicians and carmakers are jumping on the electric bandwagon now.

There has been lots of publicity about 'plug-in' models for overnight charging at home or swanky city centre charging points.

But this is simply sweeping car emissions under the carpet or, more correctly, whisking them up the belching chimney of the nearest conventional power station.

Sure, moves are afoot to re-energise the nuclear generation industry, but we all have qualms about that and it won't happen overnight.

So, what are the other runners? Japanese giants Toyota and Honda have stormed ahead with hybrids pairing a convention-

al engine with electric power and batteries and Peugeot will follow soon, with other brands set to join the club, but hybrids are expensive.

And so we come back to the internal combustion 'lump' where emissions are plummeting, economy is soaring and refinement is improving.

In fact, things are moving so fast that you marvel at what a few well-applied kicks up the backside can achieve.

The downsizing phenomenon is also well under way, with several new cars proving that 'small is beautiful' such as Toyota's all-new IQ baby car, seating three adults and a child within a bodyshell barely longer than a two-seat Smart city car.

And Italy's Fiat has reversed its fortunes by looking to the past to design a Fiat 500 (pictured) for the 21st Century.

Most carmakers also now have an 'eco sub-brand' such as Vauxhall's ecoFLEX line-up and Kia's EcoDynamics, but they don't come cheap, so weigh potential long term savings against upfront cost – if you don't cover the miles, conventional alternatives may be a better bet.

Don't ignore petrol models either; the higher price of diesel cars and the fuel at the pumps must be compared with new small capacity low emission/consumption petrol engines such as the turbocharged 1.4-litre unit on the Fiat Grande Punto.



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Okay, so it's the same as reason one, but it's so good we couldn't let it slide. Just hurry, before they change their minds.



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*Model shown is Picanto 1.2 at £4,495 On The Road (OTR) after deducting £2,000 Government and Kia Scrappage incentive. Government Scrappage incentive applies to cars or vans registered on or before 31 October 2005 only when traded in against new cars. Scrapped vehicles must have been registered to the purchaser for at least the 12 months preceding the purchase of the vehicle and be MOT'd and taxed. Terms and conditions apply. Prices correct at time of going to press and specification is subject to change without notice. OTR price includes VRT, number plates, delivery, 12 months Government VED and vehicle first registration fee.

Buying – the new savings plan

BY **STEVE LOADER**

BRITAIN'S economy is limping towards recovery according to Government statistics released this week, but they also showed people are saving more despite weak interest rates.

And a stampede back to savings is the last thing the economy needs even if nobody needs a return to the profligacy that got us into this mess.

Against this backdrop though, buying a new car starts to make sense, because dealers are desperate to sell and that means hefty discounts – far greater than you can earn from years of saving.

Ah, you say, but a car costs thousands with or without discount. Yes, but most of us will buy one sooner or later

and you can make big savings after driving off the forecourt too by downsizing and opting for a model incurring lower road tax, fuel bills and other running costs.

If you have a car ten years old or older, you could save yourself £2,000 straight away with a grant from the Government-sponsored Scrappage scheme launched in May and renewed this week (see later story), but there have been hefty discounts available on most new cars for months now.

Even if, after raiding the bank account and waving your 'wad' at the dealer, your cash does not stretch to the discounted asking price, there are other deals that can be factored in, such as zero or low rate finance. A generous warranty up to seven years is also worth having.

And don't forget to ask for trimmings like a tank of fuel, car mats or discounts on any little add-ons you might fancy.

Do your homework though to ensure you are not buying a car on 'run-out', where production or importing ceased a while ago. Choose the engine carefully too; with fuel prices volatile, you don't want to



MADE IN BRITAIN: There's a British bonus from buying the Nissan Qashqai (above) and Micra; and below left, the Kia cee'd SW family hatch and estate comes with seven-year warranty



trade one gas guzzler for another.

Buy wisely though and your new vehicle could save you a fortune, even on depreciation, though cars always devalue – unless they achieve classic status.

You can also afford to congratulate yourself for offloading something less efficient in favour of a modern and more eco-friendly model.

On the other hand, you might have lost tons on that big 4x4, but work out what it will cost you to run it for the next three years – it might be a lot less than the cost of chopping it for a new car.

Road tax also favours downsizing – gas guz-

zling executive models or 4x4s face £950 a year road tax from next year – but road tax is still a relatively small part of the motoring budget for most of us.

Many superminis sit in the lowest road tax band of £35 a year and though you might be tempted by tax-exempt diesel eco models, just check the price against a standard version of the same car. The eco supermini might save you £105 in road tax over three years, but you will pay more for the car upfront.

So, check out conventional equivalents and don't dismiss petrol power; that fuel is still cheaper and makes sense for lower mileage users.

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Government's scrapheap banger takes on more fuel

BY **STEVE LOADER**

AFTER a few stutters and bangs, the Government's £2,000-a-go Scrappage incentive got off to a flying start, requiring a refuel at the Labour Party Conference.

The initial £300 million fund set aside by the Treasury was due to run out this month, instead of the expected cut-off date next March, but Business Secretary Lord Mandelson confirmed a top-up – enough to finance a further 100,000 deals on top of 200,000 already signed.

The offer is that the donor car or van going to the crusher must have been registered before 31 August 1999 and your name must have been on the V5 'logbook' for 12 months before the date your new car order is placed.

Carmakers have mostly embraced the deal after initial disappointment that they would be expected to foot half of each '£2,000 Government Scrappage grant' and noting the Treasury would claw back some money through VAT on each car sale.

Some brands have even put extra money on the table on top of their £1,000 per unit as well as extra specification and zero per cent finance – though this is no big deal when interest rates are so low.



SALES BOOST: Government-sponsored Scrappage grants have boosted sales of new superminis like the Hyundai i20 and Chevrolet Aveo



On the other hand, consumers with savings will know they are receiving precious little return and be tempted to seek a psychological boost from buying a new motor that should be cheaper to fuel and tax.

And don't be despondent if not in a position to take advantage of Scrappage; with the exception of city cars and superminis, you

should get a hefty discount on most new cars in the current climate without needing a banger to scrap.

If you have been out of the car market for a while though, do your research; diesel cars now outsell petrol, but they cost more and the extra weight can be wearing and intrusive in the smaller cars most in demand now and you need to cover many miles to recover extra upfront outlay.

Meanwhile, petrol is making a comeback with lighter, small capacity turbocharged engines. You might also consider a hybrid, but these cost more and this must also be weighed against the mileage you intend to cover.

Essential guide to where you can save

■ Bourne Road motor dealer in Crayford is offering free tank of fuel with all Mazda purchases new and used

■ Robins and Day motor dealer in Maidstone is offering MOTs for £29.99 and a service and MOT from £119.99

■ Motorline Renault motor dealer in Canterbury, Ashford and Maidstone is offering £99 service and free MOT for vehicles three years and older

■ Truegrip off-road fun in Canterbury is offering 15 minutes of karting for only £10

■ UK Stone stone merchant in Hersden near Canterbury is offering 10 per cent off Sandstone and limestone list price

■ Robins and Day motor dealer in Rochester is offering MOTs for £29.99 and a service and MOT from £119.99

■ Chambers Motorcycles in Maidstone is offering a free lock when you purchase a bike instore

■ SCG groundworks in Canterbury is offering 10 per cent off landscaping

■ FG Barnes Motors in Maidstone is offering half price MOT with full service

■ Bannatyne Health Club in Ashford is offering memberships from as little as £29 a month

■ UK Stone stone merchants in Hersden nr Canterbury is offering 10 per cent off sandstone spheres

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Smarter driving, better saving

DOWNSIZING to a more fuel and tax efficient car should be just part of your master plan to cut the motoring budget.

The next stage involves smarter driving and journey planning and getting fitter by walking and cycling instead of using the car on short journeys – cold engines waste fuel and produce 60 per cent more emissions than warm ones.

Short car journeys also mean extra servicing and more engine wear.

If you must drive then follow these tips from the Institute of Advanced Motorists and RAC Foundation:

- Plan your route to save strain on car and driver. Take the most direct route – a sat nav can help – and go off peak if possible. Commuters should think about car sharing, Park and Ride bus schemes or other public transport.
- Have your vehicle serviced regularly.



SENSIBLE SAVERS: Downsizing saves money, but sensible driving can knock more off your motoring bill for a Skoda Roomster mini-MPV (above) or Renault Clio (right)

BY **STEVE LOADER**

Neglected engines waste at least ten per cent more fuel and catalytic converters only clean emissions when properly maintained.

- Check tyres – under-inflated tyres need replacing more often (itself an environmental problem), are dangerous and waste fuel. Check pressures weekly.

- Obey speed limits to save money and stay legal. Feather the throttle as you reach cruising speed; 56mph uses 25 per cent less fuel than 70mph and a smoother driving style saves fuel.

- Accelerate briskly without racing the engine – pulling away too fast uses up to 60 per cent more fuel. Intelligent gear changes at modest engine speeds can save up to 15 per cent in fuel.

- Reduce drag – remove roof

racks and carriers when not in use and keep windows closed to avoid drag and wasted fuel. Remove unnecessary and heavy boot luggage and wide wheels and tyres that add rolling resistance. Air conditioning costs fuel too so try to use the fan and vents unassisted.

- Buy green fuel and use less. Look for low sulphur 'city' diesel or cleaner petrol (low sulphur/aromatics). Consider converting to LPG (liquid petroleum gas) – half the price of petrol and cleaner.

- Think ahead – there is no point rushing and then having to brake suddenly.

- Be a tank miser. Why fill the tank to the brim and burn more fuel carrying more weight than necessary?

- Stuck in traffic? Turn off the engine after two minutes to save fuel and emissions.

- For more eco tips see Julie Maddocks' online video report at: www.yourkenttv.co.uk/community.



Essential guide to where you can save

■ Northgate Alfa motor dealer in Canterbury is offering fixed-price servicing for cars three years plus. Silver Care Petrol or Diesel £139

■ KOS is offering the Doro 338 GSM Big button mobile phone for £99.99

■ Village Hotel hotel and leisure club in Maidstone is offering free loaded nachos worth £5.95 when you buy a bucket of six Mexican Sol beers from the Victory pub

■ KOS is offering the Pulsar Military Style Chronograph Watch. Save £20. Offer price £49.99, RRP £69.99

■ FG Barnes motors in Maidstone is offering £250 of accessories with Network Q purchases

■ KOS is offering Peers Hardy leather handbag and free umbrella for £19.99

■ Robins and Day motor dealer in Canterbury is offering MOTs for £29.99 and service and MOT from £119.99

■ Truegrip off-road fun in Canterbury is offering 15 per cent off a 4X4 off-road driving experience

■ KOS is offering solar powered bird baths. Save £30. Offer price £119.99 RRP, £149.99

■ Village Hotel hotel and leisure club in Maidstone is offering a free day pass when you call into village leisure club and exchange your voucher – available from www.vouchersforkent.co.uk

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ROAD TAX FRIENDLY: the Vauxhall Corsa ecoFLEX is a much greener version of its mainstream counterparts, while all new Mazda3 models have lighter weight built in for lower emissions and fuel bills



See the tax-beating options

BY **STEVE LOADER**

WHATEVER you do, don't swap your current car just to save a few pounds on road tax.

On the other hand, Government efforts to tax 'gas guzzlers' off the road can further ease the burden on your motoring budget if

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Band G (151-160g/km) – £150
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Band L (226-255g/km) – £405
Band M (255g/km plus) – £405

you plan to downsize or go for a more fuel-efficient model.

Chancellor Alistair Darling has taken the pressure off a bit after an outcry induced by draconian rates due to be



applied to larger cars, just as the recession clobbered the economy.

But Labour – and a Conservative government is unlikely to be different due to the world's environmental worries – has said it will continue to drive down vehicle sizes and emissions by using tough VED

(Vehicle Excise Duty) rates, based on CO₂ emissions rather than fuel consumption and applying only to cars registered after March 1, 2001.

Inconsistent emissions data on older cars means these are taxed simply at £120/year up to 1,549cc and then £185 if larger – something of a bargain for owners of older 'gas guzzlers' if they can bear higher fuel bills, opt for a £1,500-2,000 LPG (liquid petroleum gas) conversion or cover relatively few miles.

Essential guide to where you can save

■ Village Hotel, hotel and leisure club in Maidstone is offering a free bottle of house wine when you present your voucher at time of booking your office Christmas lunch before November 1 – minimum table of four to qualify – available from www.vouchers-forkent.co.uk

■ KOS is offering a porous seepage hose, so you can save time and money and use up to 70 per cent less water. From only £19.99, save £35 on RRP

■ Northgate Alfa motor dealer in Canterbury is offering air conditioning services for £79.95, plus VAT

■ KOS is offering Severin Electric BBQ. Save £30 on offer price of £149.99, RRP £179.99

■ Baileys Nissan motor dealer in Canterbury is offering 15 per cent off MOTs

■ Living Out log cabin store, Chestfield, Maidstone is offering 10 per cent off everything

■ KOS is offering a £200 saving on the Toyota CB04T Mark II sewing machine, only £99.99 inc p&p, RRP £299.99

■ Chambers Motorcycles in Maidstone is offering free oil filter when you have your bike serviced in the service department

■ KOS is offering rechargeable micro luggage scales £19.99

■ KOS is offering the Extreme bra for £24.99

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Model shown may have optional extras available at an extra cost. 3 Years OE Finance available with 20% minimum deposit. Finance by GMAC UK plc, applicants must be aged 18 or over. Finance offer available at participating retailers. UK registered vehicles only. To be eligible for the Corsa Free Insurance offer Corsa SXi drivers must be aged between 19-35 and will need to have held a full UK/EU driving licence for at least 2 years. A compulsory excess of £250 will apply. Please note that additional excesses do apply in respect of young drivers and modifications. Vauxhall Motor Insurance is underwritten by Prudent Insurance plc, authorised and regulated by the Financial Services Authority. Free insurance in Northern Ireland is underwritten by AXA Insurance Limited, regulated by the Financial Services Authority. The free insolvency redundancy cover is optional and is offered to customers who take out a finance agreement with SAAFC from a participating PSA-authorised retailer. The cover, which is subject to eligibility, is for the first 24 months of the finance agreement (excluding the first 90 days), and is up to a maximum of 12 monthly payments. Terms and Conditions apply. Please refer to the further details of cover. The insurance is provided by Finance Insurance Company Limited. Other providers of redundancy cover are available, for more information see www.transmissionclear.co.uk. £2000 Government Scrappage Allowance is dependent on the vehicle meeting the full Government Scrappage Allowance criteria. All other sales categories are excluded. Offers may not apply to all Retailer stocks. Offers apply to selected new vehicles ordered or registered between 02/10/09 and 02/12/09, and are subject to status, eligibility, terms and conditions.

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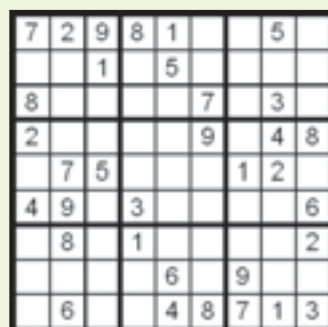
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No108

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Fill the grid so that every column, every row and every 3x3 box contains the digits 1 to 9

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MEDIUM



HARD



CRYPTIC CLUES

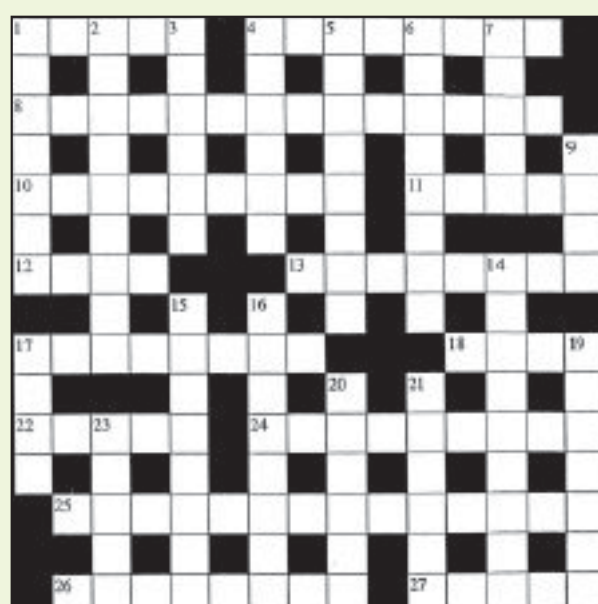
ACROSS

- 1 Engagement ring (5)
- 4 Footwork (8)
- 8 Skilful way of electing candidate? (8,6)
- 10 Run back and harass beast (9)
- 11 He deserts the poor retreating soldiers (5)
- 12 Precious lady? (4)
- 13 Open one's lip? (8)
- 17 Prophet's doleful story (8)
- 18 Change focus quickly seeing animals at menagerie to start with (4)
- 22 Locked in a state of readiness (5)
- 24 Restrict transonic development (9)
- 25 Coming dates (6,8)
- 26 Leo, a gent performing stretch (8)
- 27 River having its ups and downs (5)

DOWN

- 1 Conflicting with conflict? (7)
- 2 Brand Arthur relied on (9)
- 3 Properly - one side only (6)
- 4 Filmy deposit on ornamental tablet (6)
- 5 Number getting in split payment (8)
- 6 Remove article from newspaper perhaps. That's enough (3,2,3)
- 7 Sharon dominated part of musical work (5)
- 9 Quickly rotate flap (4)
- 14 Ambidextrous pair, factory worker and newsman (3-6)
- 15 Dosing me another scarcely detectable amount (8)
- 16 State made an opening thanks to Indian city (8)
- 17 Witticism from card endlessly (4)
- 19 Frenchman longer developing crossbreed (7)
- 20 Attack nave I'd damaged (6)
- 21 Still relaxed (2,4)
- 23 Sing some silly ode lethargically (5)

SCRIBBLE HERE



QUICK CLUES

ACROSS

- 1 Summarise (3,2)
- 4 It might follow foul on pitch (4-4)
- 8 Painful place in prison (7,7)
- 10 Of an uncle (9)
- 11 East African country (5)
- 12 ___ and kin (4)
- 13 Cornish resort (8)
- 17 Chief element (8)
- 18 Enthusiastic (4)
- 22 Jog (5)
- 24 ___ marriage (6-3)
- 25 Philatelist (5-9)
- 26 Newly independent (8)
- 27 Link (3-2)

DOWN

- 1 Relapse (7)
- 2 Inlaid work (9)
- 3 Sudden jump (6)
- 4 Faint (6)
- 5 Urged strongly (8)
- 6 Suicidal attack (8)
- 7 Free from dirt (5)
- 9 Green gem (4)
- 14 Short story (9)
- 15 Long narrow flag (8)
- 16 One-wheeler (8)
- 17 Sovereign (4)
- 19 Early morning moisture (7)
- 20 Charm (6)
- 21 Shy (6)
- 23 Fact (5)

LAST WEEK'S SOLUTIONS

SUDOKU SOLUTIONS No107

EASY



MEDIUM



HARD



Answers to all of this week's quizzes can be found on our website

CRYPTIC SOLUTION No107

ACROSS: 1 Far-off 4 Agadir 10 Jambalaya
11 Oscar 12 Academe 13 Refocus 14
Reap the reward 16 Precipitation 21
Plateau 22 Lexicon 24 Esker 25 Generator
26 Hiding 27 People. DOWN: 1 Fijian 2
Rumba 3 Flare-up 5 Good few 6 Deck-cargo
7 Rarest 8 Take the plunge 9 Sabre-rattling
15 Earmarked 17 Chevron 18 Tax-free 19
Speech 20 Untrue 23 Cut-up.

QUICK SOLUTION No108

20 Annulet 21 Modest 23 Datum
Steamer 16 Unicycle 17 King 19 Dewdrop
Kamikaze 7 Clean 9 Jade 14 Novelties 15
Marguerite 3 Pounce 4 Feeble 5 Exhorted 6
Marguerite 27 The-up. DOWN: 1 Setback 2
24 Common-law 25 Stamp-collector 26
Penance 17 Keystone 18 Avard 22 Nudge
chamber 10 Avuncular 11 Kenya 12 Kith 13
ACROSS: 1 Sum up 4 Free-kick 8 Torture

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A road trip to assault the senses

BY ALEX FINER

AS he nonchalantly swerved out of the path of lorries coming over the brow of a hill on the wrong side of the dual carriageway, it was clear that our driver was key to surviving this 1,700-mile journey around Rajasthan.

Even travelling into town from the airport, Sonu manoeuvred the 4x4 Ford Endeavour carrying me, my wife and daughter around the cows – sacred animals to Hindus – that wandered all over the highway.

Defined by the colour of the houses, our Indian journey included the white city of Udaipur on Lake Pichola, the blue city of Jodhpur, golden Jaisalmer near the Pakistan border, via a safari camp at Osian to Rajasthan's pink capital of Jaipur.

There was also a side-trip to Agra for the Taj Mahal before the final leg to Delhi – no wonder I felt like I was in a road movie.

The soundtrack was one of horns – blaring from dilapidated buses, tractors, cars, scooters and auto-rickshaws. The noise was not a frustrated expression of road rage, but rather a co-operative venture in which each vehicle gave notice of its presence.

The Shiv Niwas hotel within the City Palace walls in Udaipur offered us welcome respite, and a tour illuminated the past glories of a royal lineage dating back to the 16th century.

The Mehrangarh Fort dominates the city with a bird's eye view of the cobweb of streets. Now a museum, it is full of artefacts from the Marwar dynasty, from lice combs to highly-prized miniature paintings.

Sonu expertly ferried us between markets and palaces and restaurants, and an optician



COLOUR: From the bright, busy streets, to the calm of the desert, there's beauty everywhere you look

where my wife's sunglasses were repaired with a smile and without charge.

All too soon, on we went across increasingly flat, sandy terrain to Jaisalmer. We stayed in the Mandir Palace hotel, built over centuries in elaborately-carved golden sandstone.

We bought cotton shirts and yoga trousers made to measure in three hours, haggled over a painted window-shutter, had an authentic oily Ayurvedic massage and enjoyed curries at the Trio restaurant with its view over the ramparts of the fort.

At Sam, further into the Thar Desert, we rode camels as the sun set and shadows lengthened over the sand-dunes.

Back on the road, we reached Jaipur, population 2.5 million.

Early the following morning, Sonu drove us to Dera Amer, where, like some colonial

Viceroy, I took a pre-breakfast ramble among cacti and parakeets atop a painted elephant.

I lost count of the number of dead dogs on the road to Agra, and the white chimneys of brick kilns flashing past began to resemble temple spires. It was hard, however, not to be impressed by the symmetry and perfect proportions of the Taj Mahal, even when viewed through a cold December fog. Its white marble had an ethereal, weightless appearance, as if it could float off at any moment.

As for Sonu, he was pale with the concentration of negotiating five lines of traffic squeezed into three by the time we finally reached Delhi. Not even that final tortuous drive through New Year's Eve traffic seemed to ruffle him.

You'll find the roads of Rajasthan almost relaxing with Sonu as your driver, but tip well: he deserves it.

FACT FILE: RAJASTHAN

Time difference	+4.5 hours (GMT)
Capital	Jaipur
Languages	Rajasthani and Hindi
Population	About 56.5 million
Currency	£1 = approx 77 Indian Rupees
Religion	mix, mainly Hindu

Travel facts

• Alex Finer was a guest of Abercrombie & Kent, which offers the Essence of Rajasthan, a 15-day journey via Delhi, Jaipur, Nimaj, Osian, Jaisalmer, Jodhpur, Ranakpur, Devigarh and Mumbai, from £3,495 per person, including return flights, transfers, B&B accommodation, private car and driver, guide and admittance to all sites.

A&K is supporting the exhibition at the Victoria & Albert Museum in London from Saturday, October 10, entitled: Maharajah: the Splendour of India's Royal Courts. See www.vam.ac.uk for more details.

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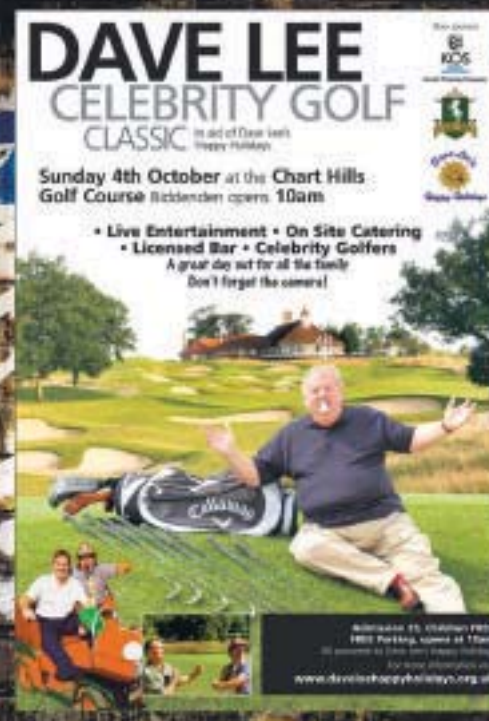
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Satisfaction comes from small lenders

PROPERTY owners are twice as happy with the service they get from small lenders as they are from big lenders, according to a new report.

And it is telephone and internet bank First Direct that emerges as offering the best service, with the highest customer satisfaction rating of 91 per cent, according to the report from consumer magazine Which? Money.

Overall rates of customer satisfaction were also up on last year.

In second place in the survey was One Account, which scored 77 per cent, with Coventry Building Society in third place with 75 per cent.

But consumers were least satisfied with Halifax, part of Lloyds Banking Group, which received only a 45 per cent satisfaction rating.

■ BY NICK AMES

Of the big lenders Nationwide came out the best. Other well known names such as Northern Rock, Abbey, Barclays and the Royal Bank of Scotland fared badly, with 47 per cent, 50 per cent, 52 per cent and 53 per cent respectively. Yorkshire Building Society, which was second last year with 79 per cent, dropped seven places and came out with just a 61 per cent rating this year.

Overall, 85 per cent of Which? members surveyed said they were either very or fairly satisfied with the customer service they received from their lender the last time they contacted it.

They were most satisfied with the clarity of their mortgage statements and how well they are kept up to date with changes in interest rates and were least satisfied with how

well they are kept informed about better deals that may be available to them, with 27 per cent of those surveyed saying they are dissatisfied with this aspect.

Despite the economic upheavals and the crisis in the property market the overall level of satisfaction has increased from 58 per cent last year to 62 per cent this year.

"In general lenders have done better on all the aspects of service measured," said a spokesman for Which?

The Council of Mortgage Lenders said it is pleased people are more satisfied with their mortgage lender than they were a year ago.

"It is good news that our consumers are increasingly satisfied. Lenders have been working hard, under challenging conditions, to communicate effectively with their borrowers and treat them fairly. This shows these efforts are bearing fruit," said CML director general Michael Coogan.



ON THE UP: Customer satisfaction is increasing, leaving less of us screaming into our phones

PROPERTY NEWS

Belief in steady prices emphasises confidence

MORE than three quarters of consumers are confident that UK house prices won't fall any further this year.

That is the key finding of the latest consumer confidence survey from Rightmove and is in sharp contrast to the same survey carried out in January, which revealed that around two-thirds of people felt house prices would be lower in the following 12 months.

Rightmove say they feel that such a

u-turn in public sentiment provides a strong indication that confidence is returning to the UK housing market.

A series of recent reports have been equally optimistic as to the market's recovery, including Rightmove's own House Price Index which shows an increase in average prices so far this year, and the Royal Institution of Chartered Surveyors re-adjusting its price forecasts.

Commercial director Miles Shipside said: "With increasingly positive public sentiment supported by encouraging recent market reports, the UK property industry is now seeing a virtuous circle of confidence building upon confidence."

"This has positive and negative connotations. The sentiment of future buyers is a pre-cursor to a speedier recovery in depressed transaction levels."

Stamp on it to beat deadline

WITH the end of the stamp duty holiday looming, property experts Connells is expecting a surge of demand from purchasers who could save up to £1,750.

From December 31 the lowest stamp duty tax threshold will revert to £125,000.

"Add to this the fact that the chancellor has announced that VAT, currently at 15 per cent, will return to 17.5 per cent in January which will push up the price of furniture and appliances, and it makes a lot of sense to buy now," said Sean Connolly of Connells in Ashford.

But he said the problem is that there are simply not enough properties coming onto the market to meet demand.

In its latest House Price Index, Rightmove reports that 29 per cent more properties are

coming off the market than coming on.

Whilst this is not such good news for buyers, sellers can take advantage of both the lack of competition and the rush to beat the stamp duty deadline to get their sale done and dusted by the end of the year.

"We are working flat out to get our sellers' property onto the market and sold as soon as possible," said Mr Connolly. "We can't begin marketing a property until the Home Information Pack is in place, but our turnaround times are amongst the fastest in the country."

He added that if anyone is thinking of buying or selling a property worth between £125,000 and £175,000 they should take action now to be sure of meeting the stamp duty holiday deadline.

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Martin, Dover £320,000

Extended four bedroom bungalow. Three reception rooms, fully fitted kitchen and utility room, family bathroom and separate shower room. Generous plot having off road parking and garage.

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Folkestone £299,995

Commuters dream. Five bedroom substantial family home has a lot on offer including two reception rooms, conservatory, 20ft kitchen diner.

Folkestone Office

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Dover £135,000

Three bedroom bay fronted terrace house with through lounge, shower room, utility room and family bathroom.

Dover Office

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Folkestone Asking Price £155,500

This is a spacious three bedroom property in Folkestone. Two reception rooms, bathroom and separate WC.

Folkestone Office

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Dover £147,950

Three/four bedroom house. Lounge/diner. Study. Bathroom. Rear garden. Charlton location. Viewing recommended.

Dover Office

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Folkestone £184,995

Three bedroom semi detached house. Cul de sac location. Attractive rear garden. Off street parking for three cars.

Folkestone Office

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Eythorne Offers Over £210,000

Three bedroom semi detached house in village location. Two reception rooms. Garden. Double glazing and central heating. Driveway.

Kearsney Office

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Shepherdswell £210,000

Three bedroom semi-detached cottage. Double glazing and gas central heating and briefly comprises of a hall, lounge, dining area, breakfast room, fitted kitchen, bathroom/WC.

Kearsney Office

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Dymchurch £195,000

Don't overlook this spacious three bedroom detached bungalow offering two receptions, bathroom and additional cloakroom, 50' rear garden, garage and off road parking.

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Littlestone £375,000

Four bedroom detached house, 'avenue location, double garage, in and out drive.

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OIEO £85,000

Top floor maisonette with two bedrooms, double glazing, gas central heating and garage.

DOVER



OIEO £90,000

Two bedroom house with access to the town centre and railway station. Refitted kitchen and bathroom.

DOVER



OIEO £95,000

Two bedroom house with double glazing, gas central heating and garden. Ideal first home or investment.

DOVER



OIEO £110,000

Three bedroom house with two reception rooms, double glazing, gas central heating and rear garden.

DOVER



£124,500

Two bedroom end of terrace house with gas central heating, rear garden and allocated parking.

DOVER



£129,995

Three bedroom terrace house with two reception areas, double glazing, gas heating, rear garden.

DOVER



£145,000

Three bedroom semi detached family home, viewing recommended.

DOVER



£149,995

Good sized including lounge/diner, kitchen with built-in appliances, three bedrooms and rear garden.

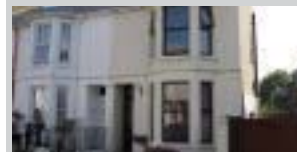
DOVER



OIEO £155,000

Well presented two bedroom first floor apartment in central location. Garage en bloc. Viewing recommended.

DOVER



ASKING PRICE £160,000

Four bedroom end of terrace family home is good decorative order. Viewing recommended.

DOVER



£167,500

Four bedroom character property with two reception rooms, double glazing, gas central heating and garden.

SHEPHERDSWELL



OIEO £200,000

Two bedroom detached bungalow in village location with two reception room, garage and gardens.

LYDDEN



£225,000

Three bedroom detached bungalow, garage, internal viewing strongly recommended.

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FOLKESTONE



£99,950

One bedroom ground floor flat. Lounge, kitchen, bedroom, bathroom / WC. Some original features.

FOLKESTONE



£129,995

In need of modernisation, two bedroom flat, highly desirable West End location, offered for sale with no chain.

FOLKESTONE



OIEO £140,000

Two bedroom bay fronted home with through lounge diner, fitted kitchen and bathroom, gas central heating.

FOLKESTONE



£142,500

Very well presented three bedroom ground floor flat. Spacious includes cloakroom and dressing room.

FOLKESTONE



£149,950

Lower ground floor flat comprises spacious bay fronted lounge, kitchen, three bedrooms, bathroom/WC.

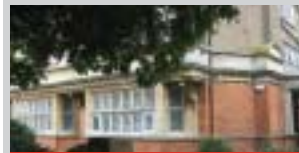
HAWKINGE



£149,995

Offered for sale with no chain! Two bedroom semi detached house with off road parking and a garage.

FOLKESTONE



£159,950

Two bedroom ground floor flat in need of updating. Situated in sought after 'West End' location. No chain.

FOLKESTONE



£169,950

Three bedroom family home in the sought after Cheriton area. Offered with no chain.

FOLKESTONE



£169,995

Three bedroom family home over three floors. Lounge / diner room, kitchen / dining room, rear garden.

FOLKESTONE



£215,000

This substantial and well maintained five bedroom semi-detached house is set over three floors.

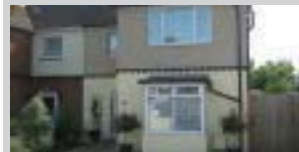
HYTHE



£225,000

Open plan living area. Fitted kitchen. Three bedrooms. Corner plot gardens. Garage.

FOLKESTONE



OIEO £230,000

Three bedroom semi-detached house. Two reception rooms. Large rear garden. Off road parking.

HYTHE



£395,000

Country property in approximately half an acre. Lounge, dining room, kitchen, utility, three bedrooms, two en suites.

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EASTRY £ 329,950

Impressive detached family home, four bedrooms, living room, dining room, ground floor cloakroom, fitted kitchen, gardens to front, side and rear, parking, en-suite, triple aspects, private mews development. Immaculate.



NONINGTON £415,000

Det village loc, spacious accom, 4/6 bedrooms over 3 flrs, 3 receps, studio/annexe, p'king for several vhcls, cellar, generous gardens, garage and car port, open fireplaces, utility room, No onward chain!



SANDWICH £145,000

Two bedroom cottage situated in the market town of Sandwich, kitchen and living room to the ground floor, two bedrooms and family bathroom to the first floor. GFCH. Call now to view.



SANDWICH £275,000

Extended 3 Double Bedroom Home, Boasts Character, 3 Reception Rooms, Fitted Kitchen, Ground Floor WC with Shower, DG & GFCH, Garage, Ample ORR Garden To Rear. Potential For Further Extension, Subject to P/P & B/Regs.



WORTH £165,000

End terrace cottage, living/Dining room, kitchen, rear lobby, two bedrooms, first floor bathroom, generous sized rear garden, workshop/shed, driveway to front. Double-glazing, gas-fired central heating.



SHEPHERDSWELL £325,000

Immaculately presented family home. One of only three properties. South facing garden, fitted kitchen, living room, dining room, conservatory, four WC's, two en-suite shower rooms, family bathroom.



DEAL £295,000

Four bedroom semi detached character home, two reception rooms, kitchen breakfast room, gfl WC, off road parking, wealth of character, sought after location, no chain.



WALMER £199,950

2 bedroom detached bungalow, approx 100' rear garden, living room, kitchen/dining room with aspect over garden towards farmland, shower room. GFCH, DG, call now to view.



SANDWICH £287,500

This delightful period cottage is located within the conservation area. Three beds, lovely lawned garden, dining room, kitchen and living room, upstairs bathroom, well presented, period features.



EASTRY £125,00

This delightful first floor flat is part of a period house and boasts two bedrooms, living room, kitchen and bathroom with garden area and two single garages! Popular village location - Viewing recommended.



PRESTON £249,950

Immaculately presented, popular village of Preston, backing onto farmland. 3 bedrooms, plenty of parking, contemporary styled kitchen and bathroom, conservatory, wood burning stove, no onward chain. View now!



EASTRY £225,000

Detached three bedroom bungalow. Walled and secluded rear garden, spacious accommodation, scope for loft conversion, kitchen/breakfast room, living/dining room, double beds, int garage, driveway, no chain.



DEAL £157,500

Three bedroom semi detached house located nearby to local amenities. Accom comprises living room, dining room, conservatory, kitchen, and bathroom, there is also a WC to the first floor. Block paved parking, r. garden mltl.



SANDWICH £215,000

Two bedroom property situated within a private mews style development. Fitted kitchen, living/dining room, gfl WC, 2 beds and bathroom to the first floor and study/guest room with en-suite. Courtyard garden, garage, no chain.



WOODNESBOROUGH £215,000

Three bedroom detached bungalow, village location, off road parking, living/dining room, family bathroom with white suite, kitchen, double glazing, gas fired central heating, rear garden with timber built shed.



SANDWICH £360,000

Need acreage? This two/three bedroom semi detached cottage could be the answer! Paddocks approximately 1.25 acres, garden approximately .25 of an acre, stable blocks, within .5 of a mile of the heart of Sandwich!



SANDWICH £180,000

Set within the conservation area, conveniently located, two bedrooms, living/dining room, conservatory, courtyard garden overlooking the stream, double-glazing, central heating, garage and parking, ground floor WC, kitchen.



SANDWICH £430,000

Grade II listed period property offering versatile and spacious accom. Gfl business use, ORP, 4 bedrooms, two receps, beautiful courtyard garden. Call now to view.



DEAL £235,000

Three bedroom charming period cottage offering spacious and versatile accom. Living room with open fireplace, basement currently used as games room, dining room, conservatory, walled courtyard garden.



WORTH £399,950

Three bedroom detached period farmhouse situated on a plot of approx 1/3 acre including a barn, stables and garage. Living room with log burner, dining room, kitchen, boot room, conservatory, gfl sh room, ffl bathroom.

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Canterbury 0845 3703037

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FOLKESTONE

£495,000


folkestone@your-move.co.uk 0845 370 9714

- Semi Detached Family Home • Six Bedrooms With Five Being Doubles • Separate Sitting And Dining Rooms
- Attractive And Mature Gardens • Leaded Light Double Glazing Where Stated • Some Original Style Features

EYTHORNE

£365,000


dover@your-move.co.uk 0845 370 9712

- Four Bedrooms • Bathroom & Shower Room
- Lounge/ Diner • Fitted Kitchen • Double Garage
- Large Rear Garden • Swimming Pool
- Gas Heating

SALES

FOLKESTONE £120,000


folkestone@your-move.co.uk 0845 370 9714
 • Four Bedroom Family Home • Over Three Floors • Need Of Refurbishment

HYTHE £268,000


hythe@your-move.co.uk 0845 370 9713
 • Four Bedroom • Modern Fitted Kitchen • Ground Floor Shower Room

DOVER £155,000


dover@your-move.co.uk 0845 370 9712
 • Three Bedrooms • Lounge/ Diner • Kitchen • Garden

FOLKESTONE £550 PCM


deal@your-move.co.uk 0845 370 9711
 • 2 bedroom maisonette • Gas central heating • Available Now

FOLKESTONE £169,995


folkestone@your-move.co.uk 0845 370 9714
 • Three Bedrooms • Over Three Floors • 1/2 Mile To Folkestone West Station

DYMCHURCH £199,950


hythe@your-move.co.uk 0845 370 9713
 • Chalet Bungalow • 3 Bedrooms • Central Heating • Double Glazing

DOVER £290,000


dover@your-move.co.uk 0845 370 9712
 • Six Bedrooms • Three Receptions • Some Period Features • Garden

HAWKINGE £895 PCM


deal@your-move.co.uk 0845 370 9711
 • 4 bedroom house • Enclosed garden • Available now

FOLKESTONE £119,999


folkestone@your-move.co.uk 0845 370 9714
 • Top Floor Apartment • 200 Yards To Mainline Station • Two Bedrooms

DYMCHURCH £199,950


hythe@your-move.co.uk 0845 370 9713
 • Detached Bungalow • 3 Bedrooms • Conservatory • Garage & Drive

DOVER £105,000


dover@your-move.co.uk 0845 370 9712
 • Two Bedrooms • Lounge/ Diner • Fitted Kitchen • Garden

ST MARGARETS BAY £450 PCM


deal@your-move.co.uk 0845 370 9711
 • Unfurnished • White goods • Modern kitchen • Gas central • Parking

HAWKINGE £249,995


folkestone@your-move.co.uk 0845 370 9714
 • Detached Family Home • Four Bedrooms • Two En-Suites And Bathroom

HYTHE £149,950


hythe@your-move.co.uk 0845 370 9713
 • First Floor Apartment • Sold With No Chain • En-Suite To Master

DOVER £155,000


dover@your-move.co.uk 0845 370 9712
 • Semi Detached • Three Bedrooms • Sizeable Lounge • Fitted Kitchen

WALMER £400 PCM


deal@your-move.co.uk 0845 370 9711
 • Unfurnished • Modern kitchen • Local amenities • On road parking

LETTINGS

FOLKESTONE £550 PCM


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 • 2 bedroom maisonette • Gas central heating • Available Now

ST MARGARETS BAY £450 PCM


deal@your-move.co.uk 01304 375728
 • Unfurnished • White goods • Modern kitchen • Gas central • Parking

HAWKINGE £895 PCM


dover@your-move.co.uk 0845 370 9712
 • 4 bedroom house • Enclosed garden • Available now

WALMER £400 PCM


deal@your-move.co.uk 01304 375728
 • Unfurnished • Modern kitchen • Local amenities • On road parking

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* Applies to properties with a purchase price of up to £175,000.00 provided completion is effected by 31st December 2009.

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WHITFIELD £184,995

FOLKESTONE OFFICE HFP03093

- 3 bedroom semi detached
- Superb decorative order
- Garage and driveway



WEST END £329,995

FOLKESTONE OFFICE HFP03054

- 2 bed detached bungalow
- West End location
- Garage and conservatory



WEST END £179,995

FOLKESTONE OFFICE HFP02959

- 2 bedroom ground floor apartment
- Private rear garden
- Off road parking



FOLKESTONE £99,995

FOLKESTONE OFFICE HFP03065

- Two bed first floor flat
- GCH
- Modern fitted kitchen



WEST END OIEO £400,000

FOLKESTONE OFFICE HFP02655

- Substantial detached family home
- Versatile space, currently 8 beds
- Southerly aspect garden, parking



FOLKESTONE £132,500

FOLKESTONE OFFICE HFP03082

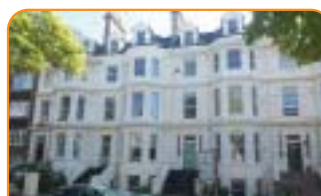
- 4 bedroom maisonette
- Large rooms
- No chain



DOVER £144,995

FOLKESTONE OFFICE HFP03069

- 4 bedroom terrace
- GFCH & DG
- Private rear garden



WEST END £129,995

FOLKESTONE OFFICE HFP02994

- New 2 bedroom apartment
- Large rooms
- No chain



OLKESTONE £139,995

FOLKESTONE OFFICE HFP03085

- 2 bedroom top floor apartment
- Fitted kitchen
- DG/GCH



FOLKESTONE £164,995

FOLKESTONE OFFICE HFP02977

- 3 bedroom semi detached
- Off road parking
- Rear garden, GCH, DG



EAST CLIFF £219,995

FOLKESTONE OFFICE HFP03078

- 3 bedroom detached house
- Conservatory
- Garage and driveway



DOVER £114,995

FOLKESTONE OFFICE HFP03041

- Investors and first time buyers
- 1 bedroom terrace
- GFCH



FOLKESTONE £104,995

FOLKESTONE OFFICE HFP02637

- 2 Bedroom top floor flat
- Lift in block, parking to rear
- Access to town, no chain



FOLKESTONE £86,000

FOLKESTONE OFFICE HFP03071

- One bedroom first floor flat
- Large lounge
- Built-in wardrobes



FOLKESTONE £359,995

FOLKESTONE OFFICE HFP03092

- 8 bedroom semi detached
- 5 bathrooms
- No chain



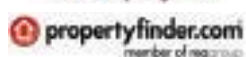
SANDGATE £102,500

FOLKESTONE OFFICE HFP03100

- 2 bedroom apartment
- Balcony
- No chain



FindaProperty.com



FOLKESTONE £94,995

FOLKESTONE OFFICE HFP03088

- One bedroom flat
- Private rear garden
- Close to the town centre



FOLKESTONE £129,950

FOLKESTONE OFFICE HFP03026

- 2 Bedroom terraced
- Recently refurbished
- 60 FT rear garden



FOLKESTONE £249,995

FOLKESTONE OFFICE HFP02971

- 4 bedroom semi detached
- 2 bathrooms and large garden
- Extensively modernised



FOLKESTONE £199,995

FOLKESTONE OFFICE HFP03031

- 3 bed semi detached bungalow
- OSP and garage
- 110FT rear garden



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WEST END £112,500

FOLKESTONE OFFICE HFP03038

- Superb one bed flat
- Kitchen/Diner
- High standard/No chain



FOLKESTONE £169,995

FOLKESTONE OFFICE HFP03063

- Two bed garden apartment
- Convenient location
- Viewing essential



DOVER £399,995

FOLKESTONE OFFICE HFP03028

- Investment opportunity
- No chain
- 5 flats



DOVER £105,000

FOLKESTONE OFFICE HFP02842

- Two double bed flat
- Study
- NO CHAIN



FOLKESTONE OIE0 £89,995

FOLKESTONE OFFICE HFP02306

- Lovely ground floor apartment
- Own garden approx. 70FT
- Perfect first time buy



EASTCLIFF £60,000

FOLKESTONE OFFICE HFP03070

- FTB or investment
- Studio flat
- No chain



WEST END £199,995

FOLKESTONE OFFICE HFP03059

- 2/3 bedroom apartment
- 2 bathrooms and no chain
- Private rear garden



FOLKESTONE £142,500

FOLKESTONE OFFICE HFP03083

- 3 bedroom end terrace
- Driveway and no chain
- Fully renovated



GOLDEN VALLEY £179,995

FOLKESTONE OFFICE HFP03095

- 3 bedroom house
- Garage and conservatory
- External workshop



FOLKESTONE £129,500

FOLKESTONE OFFICE HFP03066

- Two bedroom end of terrace
- GCH/Part double glazed
- Garden



WEST END £249,995

FOLKESTONE OFFICE HFP03050

- 3 bed flat
- Private garden
- Garage

In Folkestone & Dover we
agree at least 1 sale every

48hrs

SOLD

S.T.C.

Source: averaged out from sales
agreed in Folkestone & Dover for
June '09 - July '09



WEST END £144,950

FOLKESTONE OFFICE HFP02526

- 3 Bedrooms top floor flat
- Views over Grimston Gardens
- No chain, share of freehold



HAWKINGE £219,995

FOLKESTONE OFFICE HFP03051

- 3 bedroom detached house
- Garage and parking
- Large garden and no chain



FOLKESTONE £134,995

FOLKESTONE OFFICE HFP03077

- Three bed town-house
- Integral garage
- GCH/DG



FOLKESTONE £94,995

FOLKESTONE OFFICE HFP02972

- 2 bedroom apartment
- Superb throughout
- No chain



FOLKESTONE £229,995

FOLKESTONE OFFICE HFP03073

- Three bedroom semi detached
- DG/OSP
- Conservatory



CHERITON £229,995

FOLKESTONE OFFICE HFP03084

- 3 bedroom semi detached
- Off road parking
- Good size rear garden



FOLKESTONE £224,995

FOLKESTONE OFFICE HFP02945

- Three bedroom detached
- Fantastically finished
- Off road parking and garage



SANDGATE ROAD £104,995

FOLKESTONE OFFICE HFP02940

- One bedroom apartment
- Purpose built block
- Rarely available



FOLKESTONE £199,995

FOLKESTONE OFFICE HFP03058

- 3 bedroom semi detached
- GCH/DG
- Newly fitted kitchen



FOLKESTONE £164,995

FOLKESTONE OFFICE HFP02962

- Victorian terraced house
- 4 Bedrooms
- Modern kitchen and double glazed

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DOVER
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- 4 One Bed Apartments
- Ready For Let
- Ideal Investment/No Chain

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Dover | Price Range £135,000 - £155,000

- 3 Bedrooms
- Double Glazing & Central Heating
- Landscaped Rear Garden

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Dover | Price Range £120,000 - £135,000

- 2 Bedroom 1st Floor Apartment
- Central Heating/Double Glazing
- Town Centre Location On The Level

DOVER OFFICE | 01304 214876



Aycliffe | Price Range: £115,000 - £135,000

- 3 Bedroom Terraced House
- Conservatory
- Double Glazing and Central Heating

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last year*

* Jun-Aug '09 compared to
Jun-Aug '08 across 113
estate agency offices.



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most of
today's
market -
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us NOW!**



Dover | Price: £80,000 - £100,000

- 3 Bedrooms
- Double Glazing & Central Heating
- No Chain

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Dover | Price Range £79,995 - £99,995

- 2/3 Bedroom End Terrace
- Over 4 floors/3 Reception Rooms
- Double Glazing/Central Heating/No Chain

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Dover | Price Range £75,000 - £95,000

- 1 Bedroom Converted Flat
- Off Road Parking/No Chain
- Town Centre Location

DOVER OFFICE | 01304 214876



Dover | Price: £85,000

- 2 Bedroom Terraced House
- No chain
- In need of refurbishment

DOVER OFFICE | 01304 214876



Dover | Offers Over: £64,950

- 1 Bedroom Converted Flat
- Requires Refurbishment/No Chain
- Double Glazing & Central Heating

DOVER OFFICE | 01304 214876



For your ideal home, contact your local branch:

Deal: 01304 361420

Dover: 01304 214876

Folkestone: 01303 256505

MOTORS NEWS



Little Smart special is just height of fashion

SMART has launched this special 'Edition Highstyle' with loads of luxury features to complement a trendy chocolate brown/metallic finish.

Available solely as a coupé and building on the two-seat city car's flagship Passion specification, only 215 are available for the UK, priced from £10,900.

Features include 12-spoke, 15-inch alloys, matt silver interior details and leather: heated leather metallic silver seats, upper and lower dashboards, three-spoke steering wheel and gearknob.



Scrap and escape in a cheaper VW Campervan

LONG seen as a producer of archetypal campervans, VW may have opened a rich seam of new business.

Noting the Government's decision to extend £2,000 Scrappage discounts, it has launched a package allowing owners to scrap a 10+ year-old 'banger' and take off on their travels for three years in an 'all mod cons' VW Caravelle California camper (pictured). It costs as little as £315 a month on a personal contract purchase deal – while stocks last ahead of a new-look California launched in January.



Magazine finding Nemo is the most economical

NEVER mind controversial 'official' fuel consumption figures, the Citroën Nemo has publicly proved itself the UK's most miserly van.

A Nemo SensoDrive 1.4HDi returned an impressive 75.8 mpg in an independent MPG Marathon organised by Fleet World magazine over a 358.5 mile event to retain its 'Britain's Most Economical Van' title.

The Nemo's economy was attributed to its quick-shifting SensoDrive automated manual gearbox.



A SPORTY LITTLE NUMBER: Alfa's racy three-door MiTo is ideal 'downsizer' to replace a sporting gaz-guzzler and with £2,000 scrappage discount can cost only £8,995

Alfa's sporting chance to downsize with the MiTo

ROAD TEST ALFA MiTo

BY STEVE LOADER

STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

pairing of Italy's fashion capital Milano and resurgent motor city of Torino.

The feel of the MiTo also matches its style. It's not perfect, but it is great fun and selectable 'DNA' drive settings – Dynamic, Normal and All-Weather – deliver three cars in one.

The default for keen drivers will be Dynamic, which weights up the steering throttle/engine response; Normal does what it says on the tin; and All-Weather is an option all cars should have.

However, powertrain choice is crucial. Our test car had the 1.6-litre diesel option – a bit like asking a prop forward to ride a racehorse in heavy going. Diesels just don't make the most of the MiTo's nimble grace and style. It was reassuring that the free-revving 1.4-litre petrol models – turbocharged and unblown – have grabbed more than 90 per cent of Lipscomb's MiTo sales since launch earlier this year.

Do we need to talk about the cabin on a car this stylish? Only to say it looks as classy as the exterior, but also works well.

I don't think anyone should have to pay for the convenience of split folding rear seats though, and it can feel a little claustrophobic in the back, particularly for kids.



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BY STEVE LOADER @
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06 Plate Ford Fusion Style Climate 1.4 5dr

Cash Price	Deposit	60 Monthly Payments	Weekly Equivalent	Total Amount Payable
£6499	£100	£153.20	£35	£9512
APR 17.8%				



56 Plate Ford Focus Sport 1.4 5dr

Cash Price	Deposit	60 Monthly Payments	Weekly Equivalent	Total Amount Payable
£6499	£100	£153.20	£35	£9512
APR 17.8%				



07 Plate Ford Mondeo 1.8 LX 5dr

Cash Price	Deposit	60 Monthly Payments	Weekly Equivalent	Total Amount Payable
£6499	£100	£153.20	£35	£9512
APR 17.8%				



07 Plate Ford Mondeo 1.8 LX 5dr

Cash Price	Deposit	60 Monthly Payments	Weekly Equivalent	Total Amount Payable
£6499	£100	£153.20	£35	£9512
APR 17.8%				



09 Plate Ford Ka Studio 1.2 69PS 3dr

Cash Price	Deposit	60 Monthly Payments	Weekly Equivalent	Total Amount Payable
£7999	£100	£189.20	£43	£11667.20
APR 17.5%				



57 Plate Ford Mondeo Edge 2.0 140PS 5dr

Cash Price	Deposit	60 Monthly Payments	Weekly Equivalent	Total Amount Payable
£9999	£100	£237	£54	£14540
APR 17.3% Typical				

Here is just a small selection of our stock available with with unbelievable weekly payments!

X REG FORD KA 1.3i LUXURYKA 3DR METALLIC BLUE, 55500 Miles.....	£2999	55 REG PEUGEOT 206 2.0 ALLURE 2DR SOLID FLAMENCO RED, 16000 Miles.....	£8999
52 REG FORD FUSION 1.4 TDCI 3 5DR METALLIC PANTHER BLACK, 60800 Miles.....	£4499	57 REG FORD FOCUS DIESEL HATCHBACK 1.6 TDCI GHIA 5DR BLUE, 44500 Miles.....	£8999
07 REG CHEVROLET LACETTI 1.8 CDX 4DR AUTO MICA PEARL BLACK, 17300 Miles.....	£5999	08 REG FORD FOCUS PETROL HATCHBACK ZETEC CLIMATE 5 DR	
06 REG FORD FUSION ESTATE 1.6 ZETEC 5DR AUTO CLIMATE BLUE, 19300 Miles.....	£6499	HATCHBACK 1.6 DURATEC SEA GREY, 41900 Miles.....	£8999
56 REG FORD FOCUS HATCHBACK 1.4 SPORT 5DR GREEN, 29800 Miles.....	£6499	08 REG FORD FOCUS DIESEL HATCHBACK 1.8 TDCI ZETEC 5DR CLIMATE METTALIC BLUE, 40700 Miles.....	£8999
06 REG PEUGEOT 206 1.4 16V SPORT 3DR SILVER, 17500 Miles.....	£6499	08 REG FORD FIESTA HATCHBACK 1.25 STYLE 5DR CLIMATE METALLIC BLUE, 41300 Miles.....	£8999
07 REG FORD MONDEO ESTATE 1.8 LX 5DR SILVER, 47300 Miles.....	£6499	07 REG FORD FOCUS C-MAX 1.6 ZETEC 5DR SILVER, 30200 Miles.....	£8999
07 REG FORD MONDEO HATCHBACK 1.8 LX 5DR SILVER, 46400 Miles.....	£6499	08 REG FORD FOCUS HATCHBACK 1.6 STYLE 5DR AUTO BLACK, 10300 Miles.....	£9499
57 REG FORD FIESTA HATCHBACK 1.25 STYLE 5DR CLIMATE METALLIC BLUE, 47000 Miles.....	£6799	57 REG FORD FOCUS DIESEL HATCHBACK 1.8 TDCI TITANIUM 5DR SILVER, 42900 Miles.....	£9499
57 REG FORD FIESTA HATCHBACK 1.25 STYLE 5DR CLIMATE SILVER, 40200 Miles.....	£6799	08 REG FORD FOCUS 1.8 TDCI STYLE 5DR METALLIC OCEAN BLUE, 15000 Miles.....	£9499
07 REG FORD MONDEO DIESEL HATCHBACK 2.0TDCI 115 LX 5DR SILVER, 50600 Miles.....	£6799	57 REG FORD FOCUS DIESEL HATCHBACK 1.8 TDCI TITANIUM 5DR BLACK, 42300 Miles.....	£9499
57 REG FORD FIESTA HATCHBACK 1.25 STYLE 5DR CLIMATE BLACK, 42300 Miles.....	£6799	57 REG FORD MONDEO HATCHBACK NEW SHAPE 2.0 EDGE 5DR METALLIC MOONDUST SILVER, 43000 Miles.....	£9999
57 REG FORD FIESTA HATCHBACK 1.25 STYLE 5DR CLIMATE METALLIC BLUE, 40100 Miles.....	£6799	09 REG FORD FIESTA HATCHBACK 1.25 STYLE 3DR METALLIC SPA, 1900 Miles.....	£10499
57 REG FORD FIESTA HATCHBACK 1.25 STYLE 5DR CLIMATE BLACK, 42600 Miles.....	£6999	58 REG FORD FIESTA DIESEL HATCHBACK 1.4 TDCI ZETEC 5DR BLACK, 14300 Miles.....	£11999
55 REG FORD MONDEO 3.0 V6 TITANIUM X 5DR METALLIC BLUE, 47900 Miles.....	£6999	58 REG FORD FIESTA HATCHBACK 1.6 ZETEC S 3DR BLUE, 14700 Miles.....	£11999
57 REG FORD FOCUS HATCHBACK 1.8 ZETEC 5DR CLIMATE BLUE, 42300 Miles.....	£7499	58 REG FORD FOCUS HATCHBACK 1.6 ZETEC 5DR BLACK, 15700 Miles.....	£11999
07 REG FORD MONDEO ESTATE SPEC EDS 1.8 EDGE 5DR METALLIC BLACK, 45300 Miles.....	£7499	58 REG FORD FOCUS HATCHBACK 1.6 ZETEC 5DR BLUE, 15700 Miles.....	£11999
07 REG FORD FOCUS HATCHBACK 1.8 SPORT 5DR SOLID DEEP NAVY, 44100 Miles.....	£7499	07 REG VOLKSWAGEN SHARAN DIESEL ESTATE 1.9 TDI SE 115 5DR TIP AUTO	
06 REG FORD MONDEO 2.0TDCI 130 ZETEC 5DR METALLIC PANTHER BLACK, 42000 Miles.....	£7799	COMING THIS WEEK, 42500 Miles.....	£11999
57 REG FORD FOCUS HATCHBACK 1.6 STYLE 5DR METALLIC BLUE, 44000 Miles.....	£7999	02 REG FORD FOCUS 1.6 SILVER 3DR SILVER, 109000 Miles.....	£11999
09 REG FORD KA 1.2 STUDIO 3DR METALLIC SCUBA, DELIVERY MILES.....	£7999	58 REG FORD FOCUS PETROL HATCHBACK STYLE 5 DR HATCHBACK AUTO 1.6 DURATEC 100	
07 REG FORD FOCUS HATCHBACK 1.6 ZETEC 5DR CLIMATE SOLID COLORADO RED, 43300 Miles.....	£7999	OCEAN BLUE METALLIC, 14200 Miles.....	£11999
57 REG FORD FOCUS PETROL ESTATE ZETEC CLIMATE ESTATE 1.6 DURATEC 100 PS S		07 REG FORD FOCUS STYLE 5 DR HATCHBACK 1.6 DURATEC 100 PS S COMING THIS WEEK, 16600 Miles.....	£11999
MOONDUST SILVER METALLIC, 41500 Miles.....	£7999	07 REG VOLKSWAGEN SHARAN DIESEL ESTATE 1.9 TDI SE 115 5DR TIP AUTO	
57 REG FORD FOCUS HATCHBACK 1.8 ZETEC 5DR CLIMATE SILVER, 41000 Miles.....	£7999	COMING THIS WEEK, 43300 Miles.....	£11999
06 REG FORD FOCUS HATCHBACK 1.6 GHIA 5DR AUTO SILVER, 14000 Miles.....	£8299	09 REG FORD FOCUS ZETEC CLIMATE 5 DR HATCHBACK 1.6 DURATEC	
07 REG FORD MONDEO DIESEL ESTATE 2.0 TDCI ZETEC 5DR METALLIC MOONDUST SILVER, 47100 Miles.....	£8499	OCEAN BLUE METALLIC, 14300 Miles.....	£12499
56 REG FORD FOCUS 2.0 TITANIUM 5DR METALLIC BLUE, 25000 Miles.....	£8499	COST PRICE CLEARANCE ON ALL COMMERCIALS THIS WEEK	
57 REG FORD FOCUS DIESEL ESTATE ZETEC CLIMATE ESTATE 1.8 TDCI 115 PS STAGE		55 REG COMMERCIAL FORD FIESTA DIESEL 1.4 TDCI VAN-(30/6/2008) WHITE, 86300 Miles.....	£2999+VAT
MOONDUST SILVER METALLIC, 43400 Miles.....	£8499	54 REG COMMERCIAL VAUXHALL CORSAVAN DIESEL 1.3CDTI 16V VAN WHITE, 33000 Miles.....	£2999+VAT
08 REG VAUXHALL CORSA 1.2i 16V SXI 3DR PEARL BLACK SAPPHIRE, 22700 Miles.....	£8499	06 REG COMMERCIAL FORD FIESTA DIESEL 1.4 TDCI VAN WHITE, 63900 Miles.....	£3999+VAT
57 REG FORD FOCUS HATCHBACK 1.8 ZETEC 5DR CLIMATE METALLIC BLUE, 43500 Miles.....	£8499	06 REG COMMERCIAL VAUXHALL COMBO DIESEL 1700 1.3CDTI 16V VAN WHITE, 47000 Miles.....	£3999+VAT
57 REG FORD FOCUS PETROL ESTATE ZETEC CLIMATE ESTATE 1.6 DURATEC 100 PS S		06 REG COMMERCIAL VAUXHALL COMBO DIESEL 1700 1.3CDTI 16V VAN WHITE, 46800 Miles.....	£4499+VAT
PANTHER BLACK METALLIC, 41400 Miles.....	£8499	56 REG COMMERCIAL FORD TRANSIT CONNECT 220 SWB DIESEL LOW ROOF VAN L TDCI 110PS	
07 REG FORD MONDEO DIESEL ESTATE 2.0 TDCI ZETEC 5DR SILVER, 39400 Miles.....	£8499	WHITE, 35200 Miles.....	£5499+VAT
07 REG FORD MONDEO 2.0 ZETEC 5DR METALLIC PANTHER BLACK, 11000 Miles.....	£8499	56 REG COMMERCIAL FORD TRANSIT 280 SWB DIESEL FWD LOW ROOF VAN TDCI 85PS	
		WHITE, 42100 Miles.....	£6999+VAT

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RANGE ROVER



AGEING petrol examples of Range Rovers are ridiculously cheap now, but just a few fill-ups at the pumps could see you spending the same amount all over again. Then again, a used RR delivers cut-price entry to an upper-crust view of the road and loads of kit and comfort for your money. Go for the highest spec you can afford though, preferably Vogue flagship level, to claw back most luxury to balance the car's extreme thirst and flaky reliability.

STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

BMW X5



FOR many, the X5 is the ultimate SUV (sports utility vehicle). It's big, laden with badge cachet, drives like a BMW despite a high body and looks the business; all good reasons for desirability and why this 4x4 holds its value better than most, though it still cannot defy 'erosion by running costs'. The diesels are the favourite buy, but you could save lots with a performance petrol model, especially as diesel is still significantly dearer than its rival.

STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

TOYOTA LANDCRUISER



IF you need a 4x4 to tow a trailer, boat or a caravan then the Landcruiser is one of the best, living up to rugged looks and helping it to defer the worst depreciation. As with the Range Rover, go for the best spec to make the most of its thirst for fuel, but do not worry about big repair bills; providing your Landcruiser has not been abused or missed services, major problems should not trouble your horizons.

STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

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yourmaidstone

yourshepway
yourdover

FORD FOCUS LX 1.6 01/Y
5dr, Hatchback, Met
Red, FSH, 1 Owner
30,000 Miles, £7995
01234 567890

£7
Lineage
p/wk

Lineage
Approx. 20 words

FORD FOCUS LX 1.6
01/Y, 5dr, Hatchback,
Metallic Red, Full Service
History, 1 Owner, Power
Steering, Elec
Windows, ABS,
30,000 Miles,
01234 567890

£9.50
3x1 Box Ad
p/wk

3x1
Max. 25 words

FORD FOCUS LX 1.6
01/Y, 5dr, Hatchback, Metallic Red, Full Service
1 Owner, Power Steering, Electric Windows
Sunroof, 30,000 Miles. Tel 01234 567890
£7,995.00

£22
6x2 photo
p/wk

6x2
Max. 25 words



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ALFA-ROMERO

GTV SPORTS COUP, 1998, 98 (r) alfa romero 2.0 16v gtv sports coup, stunning metallic merlot coachwork with contrasting black half leather trim, just 89000 miles, large service history, long mot, long road tax, power steering, electric mirrors, electric windows, electric sunroof, central locking, alarm, immobiliser, air bags, tinted glass, on board computer, abs brakes, alloy wheels, sony cd hi-fi, etc. etc. private plate included in sale (valued at £1200) stunning condition for age, a true classic alfa. 98 (r) alfa romero 2.0 gtv sports coup, low mileage, service history £2695, metallic merlot, AUDI

A4, 2.5tdi sport multicronic 16v bhp auto, 2004, Caribbean blue pearl with grey leather sport seats, 96000 miles, £10650, Kent, 01795426700 (TRADE)

A4, 54 Quattro cabriolet, rv04uhh, remote central locking, immobiliser, full leather, head restraints, power steering, abs, multiple airbags, colour coded body, auto lighting, front fog lamps, electric windows, power hood, electric mirrors, dual climate zones, cd player, radio, 18" alloys, 4x4, red, 53000 miles, £13999, Maidstone, 01622 200 100 (TRADE)

A4, 2.0 TDI TDV SE 5DR, cd04mc, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, anti theft system, central locking, cloth upholstery, climate control, colour coding body, electric mirrors.. insurance group 12, grey, 52000 miles, £11495, Sittingbourne, 01795 429802 (S)

A6, 2.0 tdi se, 2006, silver metallic with black half leather sport seat, 54000 miles, £12950, Kent, 01795426700 (TRADE)
£2695, Folkestone, 01303 244244 (TRADE)

BMW

1 Series, 120d ES 5dr, cf05fg, remote central locking, immobiliser, cloth upholstery, head restraints, power steering, abs, 16" alloys, red, 65000 miles, £8499, Maidstone, 01622 200 100 (TRADE)

1 Series, 118d Edition ES, charlie, only 5800 miles, manufacturers pdi, upgraded alloys, rain sensitive windshield, cd player, £15995, Wrotham Heath, 01732 220555 (TRADE)

1 Series, 116i SPORT, hn05jk, only 47148 miles, manufacturers service history, upgraded alloys, cd player, aerosport spoilers, dynamic stability control, runflat tyres, abs, adjustable steering column, air conditioning, alarm, anti dazle rear screen, anti skid control + traction, bmw business , quartz blue, £9997, Wrotham Heath, 01732 220555 (TRADE)

1 Series, 118i ES AUTO, mt06go, only 44383 miles, manufacturers service history, upgraded alloys, cd player, aerosport spoilers, dynamic stability control, runflat tyres, abs, adjustable steering column, air conditioning, alarm, anti dazle rear screen, anti skid control + traction, bmw business stereo, clear lenses, electric windows, electric wing mirrors, full child safety window lock, fully colour coded, high level rear brake light, immobiliser, multi airbag system, pas, rear headrests, remote key central locking, sports suspension, third point seat belt, beat this price, fantastic price, absolutely fantastic price, find more like this, just look at these low miles, absolutely amazing car at this low price, this price cannot be beaten, over 314 bmws in stock, big value, just off m20/m26/m2, **, sydney blue, £10997, Wrotham Heath, 01732 220555 (TRADE) 1 Series, 120d M SPORT SAT NAV, rv06wub, only 58011 miles, manufacturers service history, sat nav, upgraded alloys, cd player, electric folding wing mirrors, xenons, lumbar support, cruise control, voice control bmw assist, bluetooth, loudspeaker system, comfort package, aerosport spoilers, dynamic stability control, big enough to cope, small enough to care", black, £13997, Wrotham Heath, 01732 220555 (TRADE)

1 Series, 118d M SPORT, sy06awx, only 43005 miles, manufacturers service history, upgraded alloys, cd player, aerosport spoilers, dynamic stability control, air conditioning, alarm, anti dazle rear screen, anti skid control + traction, bmw business stereo, clear lenses, climate control, cruise control, electric windows, electric wing mirrors, full child safety window lock, full motor-sports bodykit, fully colour coded, high level rear brake light, immobiliser, multi airbag system, multi function steering wheel, on board computer, pas, rear headrests, remote key central locking, sports seats with under- thigh support, sports suspension, third point seat belt, beat this price, fantastic price, absolutely fantastic price, find more like this, just look at these low miles, absolutely amazing car at this low price, this price cannot be beaten, over 314 bmws in stock, big value, just off m20/m26/m2, **, sold with a minimum of 6 months mot on all vehicles over 36 months old & comes complete with a comprehensive parts + labour warranty *** we average over 350 bmw's in group stock ** our opening hours are from 8:30am until 6pm ** sun 10am until 6pm** during office hours please call our sales office on 01732 220555 ** out of hours please call on 017956 158119 between 6pm until 10pm ** Big Motoring World ** big enough to cope, small enough to care", le mans blue, £13990, Wrotham Heath, 01732 220555 (TRADE)

1 Series, 118d SE, ad08pgv, only 14072 miles, manufacturers service history, upgraded alloys, cd player, aerosport spoilers, dynamic stability control, abs, adjustable steering column, air conditioning, alarm, anti dazle rear screen, anti skid control + traction, bmw business stereo, clear lenses, climate control, cruise control, drivers central armrest, electric windows, electric wing mirrors, front fog-lights, full child safety window lock, fully colour coded, high level rear brake light, immobiliser, multi airbag system, multi function steering wheel, on board computer, pas, rear headrests, remote key central locking, third point seat belt, beat this price, fantastic price, absolutely fantastic price, find more like this, just look at these low miles, absolutely amazing car at this low price, this price cannot be beaten, over 314 bmws in stock, big value, just off m20/m26/m2, **, sold with a minimum of 6 months mot on all vehicles over 36 months old. *** we average over 350 bmw's in group stock ** our opening hours are from 8:30am until 6pm mon sat ** sun 10am until 6pm** during office hours please call our sales office on 01732 220555 ** out of hours please call on 017956 158119 between 6pm until 10pm ** Big Motoring World ** big enough to cope, small enough to care", black, £16997, Wrotham Heath, 01732 220555 (TRADE)

CITROEN

BERLINGO, Multipace Forte, lx55oob, immobiliser, remote central locking, cloth upholstery, colour coded interior, adjustable steering column, power steering, abs, child locks, colour coded body, metallic paintwork, rear wash/wipe, electric front windows, radio cassette, visit our website for details of 50 similarAR Cars. ice blue metallic, 11000 miles, £5490, Kent, 01342 851122 (TRADE)

BERLINGO, 600LXD Refrigerated Van, kr54rhe, central locking, cloth upholstery, head restraints, barn doors, abs, air bag, power steering, radio, gah equipment, gpr insulation, white, 17000 miles, £5495, Sevenoaks, 01474 853034 (TRADE)

BERLINGO, 600 LXD, fp56vbx, remote central locking, cloth upholstery, head restraints, power steering, air bag, ply-lined, barn doors, electric windows, electric mirrors, white, 30000 miles, £5425, Sevenoaks, 01474 853034 (TRADE)

BERLINGO, 1.6HDI Refrigerated Chiller / Freezer, 295180, cd player, power steering, electric windows, electric mirrors, remote central locking, brand new, delivery mileage. gpr lined, hubbard fridge standby available if required (optional extra). over 50 fridge vans in stock. BHRV.co.uk, white, 15 miles, £5955, Sevenoaks, 01474 853034 (TRADE)

BERLINGO, Jiffy Hot & Cold Catering Truck, fn042zv, remote central locking, cloth upholstery, power steering, air bag, electric windows, electric mirrors, radio cassette, refrigerated display, heated display, hand wash facilities, white, 0 miles, £9995, Sevenoaks, 01474 853034 (TRADE)

BERLINGO, Jiffy Hot & Cold Catering Truck, w173kn, large fridge. large oven. hot & cold water. ambient section. white, 77000 miles, £6995, Sevenoaks, 01474 853034 (TRADE)

BERLINGO, LX 800 HDI Refrigerated Chiller Freezer, kp56fhw, side load door, cd player, air bag, abs, power steering, electric windows, electric mirrors, remote central locking, gpr lined, hubbard fridge (optional extra) available if required (optional extra). white, 18000 miles, £7495, Sevenoaks, 01474 853034 (TRADE)

BERLINGO, HDi 600 LX Refrigerated Chiller Freezer, ay57kf, cd player, electric windows, air bag, abs, remote central locking, power steering, electric mirrors, gpr lined, gah fridge. electric , white, 16000 miles, £7595, Sevenoaks, 01474 853034 (TRADE)

BERLINGO, 1.6HDI Refrigerated Chiller Freezer, id59eez, satellite navigation, power steering, remote central locking, immobiliser, electric mirrors, electric windows, abs, air bag, bluetooth, cd player, brand new. immediate delivery, gpr lined, gah equipment. electric standby available if required. over fifty fridge vans in stock. www.BHRV.co.uk, white, 1 miles, £10995, Sevenoaks, 01474 853034 (TRADE)

FIAT

DOBLO, 8v Dynamic Hr, yx57pwn, grey, 17000 miles, £7495, Welling, 0208 303 4030 (TRADE)

DOBLO, 1.9 Multijet Dynamic 5dr [120] Diesel Estate, v58vjfv, pas, abs, air conditioning, remote central locking, beige metallic, 17250 miles, £9998, Tunbridge Wells, 01892 549766 (TRADE)

DOBLO, Bonhoffa Hot & Cold Catering Vending Truck, av05mjw, bonhoffa conversion, hot cabinet, cold cabinet, 3x access hatches, hand wash, led internal lighting, white, 29000 miles, £11995, Sevenoaks, 01474 853034 (TRADE)

UCATO, 35 Lwb 120 Multijet Refrigerated Chiller, wp560fg, due in soon, side load door, dual passenger seat, cd player, air bag, abs, electric windows, electric mirrors, remote central locking, gpr lined, hubbard fridge. electric standby available if required. over fifty fridge vans in stock. www.BHRV.co.uk, white, 20000 miles, £11995, Sevenoaks, 01474 853034 (TRADE)

GRANDE Punto, ea06kxp, pas, abs, remote central locking, front electric windows, alloy wheels, trip computer, side airbags, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, 3x3 point rear seat belts, crossover black metallic, 26950 miles, £5999, Tunbridge Wells, 01892 549766 (TRADE)

GRANDE Punto, g09bka, pas, abs, remote central locking, front electric windows, radio/cd, trip computer, side airbags, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, 3x3 point rear seat belts, height adjustable drivers seat, rear wiper, full size spare wheel, front head restraints, folding rear seats, service indicator, body coloured bumpers, new wave blue metallic, 2000 miles, £8998, Tunbridge Wells, 01892 549766 (TRADE)

GRANDE Punto, bg56pyk, pas, abs, remote central locking, front electric windows, radio/cd, trip computer, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, 3x3 point rear seat belts, rear wiper, body coloured bumpers, immobiliser, cloth seat trim, new orleans blue metallic, 26880 miles, £6285, Tunbridge Wells, 01892 549766 (TRADE)

GRANDE Punto, Im08vue, pas, abs, remote central locking, front electric windows, alloy wheels, radio/cd, trip computer, side airbags, steering wheel reach adjustment, drivers airbag, cloth seat trim, isofix child seat anchor points, rear armrest, 3x3 point rear seat belts, height adjustable drivers seat, rear wiper, full size spare wheel, folding rear seats, service indicator, body coloured bumpers, immobiliser, jungle grey metallic, 3074 miles, £7987, Tunbridge Wells, 01892 549766 (TRADE)

GRANDE Punto, ak06kxp, pas, abs, remote central locking, front electric windows, alloy wheels, trip computer, side airbags, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, 3x3 point rear seat belts, body coloured bumpers, height adjustable drivers seat, rear wiper, cloth seat trim, front head restraints, folding rear seats, service indicator, full size spare wheel, immobiliser, isofix child seat anchor points, rear armrest, jungle grey metallic, 32000 miles, £5485, Tunbridge Wells, 01892 549766 (TRADE)

GRANDE Punto, g06xmh, pas, abs, remote central locking, front electric windows, radio/cd, trip computer, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, full size spare wheel, steel wheels, rear armrest, 3x3 point rear seat belts, rear wiper, body coloured bumpers, immobiliser, cloth seat trim, isofix child seat anchor points, front head restraints, service indicator, height adjustable drivers seat, new orleans blue metallic, 9500 miles, £5555, Tunbridge Wells, 01892 549766 (TRADE)

GRANDE Punto, g06ukz, pas, abs, remote central locking, front electric windows, radio/cd, trip computer, steering wheel reach adjustment, drivers airbag, full size spare wheel, steel wheels, rear armrest, 3x3 point rear seat belts, rear wiper, body coloured bumpers, immobiliser, cloth seat trim, isofix child seat anchor points, front head restraints, folding rear seats, service indicator, height adjustable drivers seat, jungle grey metallic, 30620 miles, £5395, Tunbridge Wells, 01892 549766 (TRADE)

GRANDE Punto, ad56fhw, immobiliser, central locking, cloth upholstery, head restraints, power steering, air bag, colour coded body, metallic paintwork, rear wash/wipe, electric windows, electric mirrors, air conditioning, cd player, 16" alloys, blue, 26000 miles, £5999, Maidstone, 01622 200 100 (TRADE)

PUNTO, Sporting 16v 3dr, 1459461, power steering, cd player, electric front windows, air conditioning, remote central locking, abs, front fog lamps, metallic paintwork, rear wash/wipe, radio, electric mirrors, adjustable steering column, head restraints, height adjustable seat, rear headrests, twin air bags, central coded body, 15" alloys, titanium grey met. 40000 miles, £3999, Maidstone, 01622 200 100 (TRADE)

PUNTO, ELX 16v Speedgear 5dr auto, y813mub, immobiliser, cloth upholstery, head restraints, power steering, air bag, colour coded body, metallic paintwork, stereo, gold, 50000 miles, £2999, Maidstone, 01622 200 100 (TRADE)

PUNTO, ELX 3dr, y435jvx, immobiliser, cloth upholstery, head restraints, power steering, air bag, colour coded body, metallic paintwork, rear wash/wipe, electric windows, cd player, radio, blue, 70000 miles, £2499, Maidstone, 01622 200 100 (TRADE)

PUNTO, ELX 3dr, y435jvx, immobiliser, cloth upholstery, head restraints, power steering, air bag, colour coded body, metallic paintwork, rear wash/wipe, electric windows, extra seats, foglights, front armrest, head restraints, 26100 miles, £13500, Gravesend, 01474 537111 (TRADE)

C-MAX, 1.8 TDCI Zetec, 2009, vision, 0 miles, £13795, Tenfenden, 01580 765011 (TRADE)

C-MAX, 1.8TDCI Titanium 5dr*****SPORT PACK 3*****, ng08hr, 18 alloys, rain sensing wipers, abs, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, central locks, cloth upholstery, central locking, body computer, driver airbag, electric mirrors, electric windows, foglights, front armrest, heated screen, locking wheel nuts, immobiliser, metallic paintwork, passenger airbag, power assisted steering, remote locking, insurance group:8, grey, 25693 miles, £12495, Sittingbourne, 01795 426693 (TRADE)

C-MAX, 1.8TDCI Titanium 5dr*****SPORT PACK LEATHER*****, ek58ypg, 18 alloys, ford direct vehicle, full leather trim, rain sensing wipers, sports pack, abs, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, anti theft system, central locking, child locks, colour coding body, driver airbag, electric mirrors, electric windows, foglights, electrically adjustable seats, heated screen, locking wheel nuts, immobiliser, metallic paintwork, passenger airbag, power assisted steering, remote locking, silver, 14525 miles, £12495, Sittingbourne, 01795 426693 (TRADE)

C-MAX, 1.6TDCI Zetec 5dr, ap08nfm, abs, adjustable steering column/wheel, air conditioning, alloy wheels, central locking, cloth upholstery, colour coding body, driver airbag, electric mirrors, foglights, front armrest, heated screen, locking wheel nuts, immobiliser, metallic paintwork, passenger airbag, power assisted steering, group 7, grey, 28102 miles, £11195, Sittingbourne, 01795 426693 (TRADE)

C-MAX, 1.6TDCI Titanium 110 5dr [DPF], ea58akx, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, central locking, electric mirrors, remote locking, colour coding body, insurance group:8, blue, 3741 miles, £14590, Croyford, 01322 621667 (TRADE)

C-MAX, 1.8 Zetec 5dr - SPORTS PACK ZETEC, ng08hzh, metallic vision, sports pack zetec, privacy glass, abs, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, central locking, cloth upholstery, colour coding body, colour coding interior, computer, £11495, Gravesend, 01474 537111 (TRADE)

C-MAX, 1.8TDCI ZETEC 5DR, eo08eef, esp, privacy glass, quickclear, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, anti theft steering, central locking, child locks, cloth upholstery, colour coding body, colour coding interior, driver airbag, electric mirrors, electric windows, extra seats, foglights, front armrest, head restraints, folding rear seats, heated screen, locking wheel nuts, lumbar support, silver, 25500 miles, £10695, Gravesend, 01474 537111 (TRADE)

C-MAX, 1.8TDCI ZETEC 5DR, n08ysv, esp, privacy glass, quickclear, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, anti theft steering, central locking, child locks, cloth upholstery, colour coding body, computer, driver airbag, electric mirrors, electric windows, extra seats, folding rear seats, foglights, front armrest, head restraints, heated screen, locking wheel nuts, lumbar support, immobiliser, metallic paintwork, passenger airbag, power assisted steering, radio, rear headrests, remote locking, seatback tables, tinted glass, traction control. insurance group:7, silver, 26668 miles, £10695, Gravesend, 01474 537111 (TRADE)

C-MAX, 2.0TDCI Titanium 5dr, ef58uc, climate control, air conditioning, dot touch screen sat nav, privacy glass, rear park assist, abs, adjustable seats, adjustable steering column/wheel, alloy wheels, central locking, electric mirrors, electric windows, remote locking, radio/cd, insurance group:10, black, 3562 miles, £16990, Croyford, 01322 621667 (TRADE)

C-MAX, 1.6 Zetec 5dr - PRIVACY GLASS, g08xrt, abs, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, central locking, child locks, cloth upholstery, colour coding body, driver airbag, electric mirrors, electric windows, foglights, front armrest, head restraints, folding rear seats, heated screen, locking wheel nuts, lumbar support, 6, silver, 21672 miles, £10495, Gravesend, 01474 537111 (TRADE)

C-MAX, 1.8TDCI Titanium 5dr - SPORT PACK 3, ng08hka, partial leather trim, heated front seats, sports suspension, body coloured rear spoiler, esp, folding mirrors, sony stereo, abs, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, body kit, central locking, colour coding body, colour coding interior, computer, driver airbag, electric mirrors, electric windows, extra seats, foglights, front armrest, head restraints, 26100 miles, £13500, Gravesend, 01474 537111 (TRADE)

KUGA, 2.0 TDCI TITANIUM 50R, ef58kxu, metallic avlon. reversing camera, leather trim seats, partial leather trim, dvd nav, keyless entry system, front and rear park assist, 18 alloy wheels, ford power start, privacy glass, abs, alloy wheels, cruise control, front armrest, folding rear seats, folding rear screen, immobiliser, passenger airbag, rear armrest, side airbags, radio/cd, rear headrests, sports seats, traction control, 3x3 point rear seat belts, alarm, auto remote control, steering wheel reach, white, 8895 miles, £20995, Sittingbourne, 01795 426693 (TRADE)

KUGA, 2.0 TDCI Titanium 5dr, ek09sun, metallic vision, dot touch screen navigation, titanium appearance pack, 18 alloys, titanium convenience pack, ford direct vehicle, 2yrs roadside assistance, abs, power converter, detachable tow bar, alloy wheels, cruise control, front armrest, folding rear seats, lumbar support, immobiliser, passenger airbag, rear armrest, side airbags, radio/cd, rear headrests, sports seats, traction control, 2yrs roadside assistance, privacy glass, rear park assist, central locking, child locks, colour coding body, heated screen, locking wheel nuts, metallic paintwork, blue, 14441 miles, £20995, Sittingbourne, 01795 426693 (TRADE)

MONDEO, 2.0 TDCI Titanium X 5dr [140] Auto***AUTOMATIC***, kr58zgd, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, computer, cruise control, driver airbag, electric mirrors, electric windows, foglights, front armrest, electrically adjustable seats, head restraints, folding rear seats, heated seats, leather seats, lumbar support, immobiliser, passenger airbag, power assisted steering, rear armrest, remote locking, side airbags, radio/cd multichanger, rear headrests, sports seats, traction control, grey, 9000 miles, £12795, Sittingbourne, 01795 426693 (TRADE)

KUGA, 2.0 TDCI Zetec 5dr*****TOUCH SCREEN SAT NAV***, ef58kud, abs, adjustable seats, adjustable steering column/wheel, air conditioning, alloy wheels, computer, driver airbag, electric mirrors, electric windows, foglights, front armrest, head restraints, folding rear seats, lumbar support, immobiliser, passenger airbag, power assisted steering, remote locking, side airbags, radio/cd, rear headrests, sports seats, traction control, auto lights and wipers, climate control air conditioning, electric heated door mirrors, esp traction control, global opening and closing, heated front windscreens, privacy glass, rear park assist, central locking, insurance group:10, black, 7448 miles, £19990, Croyford, 01322 621667 (TRADE)

KUGA, 2.0 TDCI Titanium 5dr 2WD REVERSING CAMERA LEATHER, ek059yz, titanium convenience pack, titanium appearance pack, dot touch screen navigation, ford direct vehicle, bluetooth with usb, panoramic roof, xenon headlights, full heated leather trim, abs, adjustable seats, adjustable steering column/wheel, alloy wheels, climate control, computer, cruise control, driver airbag, electric mirrors, electric windows, foglights, front armrest, head restraints, folding rear seats, lumbar support, immobiliser, passenger airbag, power assisted steering, remote locking, side airbags, radio/cd, rear headrests, sports seats, traction control, 18 alloys, 2yrs roadside assistance, park assist, power folding door mirrors, privacy glass, rain sensing wipers, rear park assist. insurance group:10, black, 6538 miles, £21995, Sittingbourne, 01795 426693 (TRADE)

KUGA, 2.0 TDCI Titanium 5dr***SAT NAV, PARKING CAMERA***, ef58kxu, parking camera***, metallic avlon, dot touch screen navigation, reverse parking camera, titanium appearance pack, titanium convenience pack, 18 alloys, abs, adjustable seats, adjustable steering column/wheel, alloy wheels, climate control, computer, cruise control, driver airbag, electric mirrors, electric windows, foglights, front armrest, head restraints, folding rear seats, lumbar support, immobiliser, passenger airbag, power assisted steering, remote locking, side airbags, radio/cd, rear headrests, sports seats, traction control, 18 alloys, 2yrs roadside assistance, park assist, power folding door mirrors, privacy glass, rain sensing wipers, rear park assist. insurance group:12, silver, 3762 miles, £18495, Sittingbourne, 01795 426693 (TRADE)

MONDEO, 2.0 TDCI TITANIUM X 5DR [140]AUTOMATIC DIESEL, ea58whx, moodust, ford direct vehicle, dot touch screen navigation, bluetooth handsfree and voice control, 18 alloys, abs, air conditioning, alloy wheels, cruise control, front armrest, folding rear seats, lumbar support, immobiliser, passenger airbag, rear armrest, side airbags, radio/cd multichanger, rear headrests, sports seats, traction control, 3x3 point rear seat belts, alarm, auto remote control, body coloured bumpers, drivers airbag, electric mirrors, electrically adjustable drivers seat, front electric windows, front fog lights, front head restraints, heated door mirrors, height adjustable drivers seat, isofix child seat anchor points, pas, rear electric windows, remote central locking, solid paint, steering wheel rake adjustment, st, silver, 7114 miles, £18495, Sittingbourne, 01795 426693 (TRADE)

MONDEO, 1.8 TDCI Titanium X 5dr [6]***DVD NAVIGATION***, eo58xyw, bluetooth handsfree and voice control, 2yrs roadside assistance, ford direct vehicle, rain sensing wipers, abs, adjustable seats, adjustable steering column/wheel, alloy wheels, central locking, child locks, climate control, colour coding body, computer, driver airbag, electric mirrors, electric windows, foglights, front armrest, heated screen, locking wheel nuts, immobiliser, metallic paintwork, passenger airbag, power assisted steering, remote locking, smc-one of the largest ford main dealer groups with over60 ford cars and commercials in stock today all ford vehicles under three years old come with the balance of three years ford warranty and roadside assistance low rate finance available excellent prices paid for part ex. blue, 4000 miles, £17995, Sittingbourne, 01795 426693 (TRADE)

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2004	SAAB 9-3 1.9TD Linear , 4 Doors, Manual, Diesel, 47,000 miles, Metallic Steel Grey. ABS, Air conditioning, Alarm, Alloy wheels, Cloth seat trim, Full Electric Pack, Full Service History, Park distance control, Traction control.	£8,000
2005 05	SAAB 9-3 1.8T Linear Sport , 4 Doors, Automatic, Saloon, Petrol, 69,000 miles, Metallic Grey, 2 Owners. Cruise control, Alloy wheels, Immobiliser, Multi function steering wheel, ABS, Cloth seat trim, Full Electric Pack, Reverse parking aid, Part Service History, Air conditioning, Climate Control, Park distance control.	£7,495
2002 52	Reg SAAB 9-5 2.3HOT Aero , 4 Doors, Manual, Saloon, Petrol, 69,000 miles, Steel Grey. ABS, Alloy wheels, Full Electric Pack, Cruise control, Park distance control, Sports seats, Traction control, Climate control, In Car Entertainment, Warranty, Leather upholstery, Metallic paintwork, Tinted glass.	£5,495
2001 01	SAAB 9-3 2.2 TID SE , 5 Doors, Manual, Hatchback, Diesel, 108,298 miles, Black, 2 Owners, Alloy wheels, Immobiliser, ABS, Partial leather seat trim, Air conditioning, Central locking, Climate Control, Trip computer, Alarm, Full Electric Pack, Full Service History, Multi function steering wheel, Remote Locking, Anti theft system.	£3,595
2002 51	Reg SAAB 9-5 2.3T , 5 Doors, Manual, Estate, Petrol, 100,000 miles, Blue, 3 Owners, ABS, Air conditionin, Full Electric Pack, Alloy wheels, Anti theft system, CD, Central locking, Computer, Multi function steering wheel, Remote central locking, Roof rails, Cloth upholstery, Full Service History, Immobiliser.....	£3,495

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01303 817040

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We are looking to recruit an enthusiastic and committed person.
Must have Minimum NVQ Level 3 Qualification, and Experience in the role above.

Please call Miss Julia Carter (Home Manager) on 01303 254019

Subject to satisfactory CRB Check

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Motor Trade experience essential of both Car and Commercial vehicles. The position covers the sale of both New and Approved Used vehicles

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Providing Residential Care for Adults with Learning Disabilities

We currently require a Support Worker to cover shifts for Nights. To work 3 to 4 Nights per week
All posts requires a NVQ Level 2 required minimum of 6 months experience
Interested candidates should apply in writing enclosing a recent CV.

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Previous applicants need not apply

Brambles Care Home require an Assistant Manager 32 hours pw

Assisting the manager to lead our staff team to deliver excellent quality care to the homes elderly residents .

Applicants will be self motivated and enthusiastic with exceptional Interpersonal skills and previous experience in a supervisory role within a care setting.

Applicants will hold suitable care qualifications and will possess good levels of IT skills.
The post requires some weekend and on-call working.

For an informal discussion, a job description and application form contact

Kevin or Sheila
Bramble Lane, Wye, Ashford, Kent TN25 5EE
Tel: 01233 813217

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To apply, please call 01303 774888 for an application form. Alternatively, please e-mail your CV to recruitment@directchoice.co.uk or post to Anna-Lisa DeVoi, HR Officer, Direct Choice, Enbrook Park, Folkestone, Kent CT20 3SE. Please quote reference: DC333/KOS. Closing date: 23 October 2009.

www.directchoice.com



Self-Employed Site Operator required for the Kent area

We are the world's largest independent car wash company with a growing team of 320 successful self-employed conveyor car wash operators.

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Opportunities are available to both male and female candidates.

eastkentrapeline

For women and girls who are survivors of rape or childhood sexual abuse

HELPLINE VOLUNTEERS

We are currently looking for female helpline volunteers. We offer a free training course which consists of one evening a week for 10 weeks and will start 3rd November 2009.

COUNSELLING TRAINING

With: Louise MacKinney BA (Hons), MSc, DipCouns, MBACP (Snr.Accred), UKCP

Only suitable for qualified Counsellors (or in final year of Diploma)
Starting January 2010 consisting of 30 hours over 8 evenings and 2 Saturdays
Cost is £200 which can be refunded if the Counsellor completes 50hrs counselling for East Kent Rapeline

For an application form for either course please contact: Kate or Debbie on 01227 451753 or E-mail: info@eastkentrapeline.com

Section 7.2(d) of the Sex Discrimination Act 1975 applies. Charity No 1017581

Supported by:



TERMS AND CONDITIONS

KOS MEDIA (PUBLISHING) LTD
TERMS AND CONDITIONS

- Advertisements will be accepted only on the express condition that the advertiser warrants that the advertisement does not in any way contravene any existing legislation and in particular the Trade and Description Act 1968 and the Consumer Credit Act 1974.
- It is the responsibility of all advertisers to ensure that all advertising meets all forms of government legislation and KOS Media (Publishing) Ltd (the "media owner") takes no responsibility for liability in errors and omissions to the content of our media.
- All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.
- All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.
- Any unsuitable material posted on any website belonging to KOS Media (Publishing) Ltd by the advertiser or any associated third party will be removed or refused. All passwords and security supplied to the advertiser by KOS Media (Publishing) Ltd in relation to the use of the posting of material via the media owner's online administration tool will be the responsibility of the advertiser. The advertiser indemnifies KOS Media (Publishing) Ltd against any damages as a result of misuse of these privileges by either the advertiser or any third party given password privileges by the advertiser.
- KOS Media (Publishing) Ltd reserves the right to change passwords intermittently to ensure the overall and ongoing security of its websites within the public domain.
- Copyright and licenses for voice-over/music/photography or film for advertising promotions or otherwise within the various forms of media in print, online and moving film owned by KOS Media (Publishing) Ltd must have been sought, verified or paid for by the advertiser where applicable. Approval or permissions must have been given by any potential beneficial owner voice-over or music. The advertiser must be able to verify any statements or claims (promotional or otherwise) in relation to their products/services promoted within any of the media offerings belonging to KOS Media (Publishing) Ltd.
- Where shrinkage of an advertisement occurs for whatever reason, the advertisement will be charged to the nearest full centimetre where it relates to the media owner's printed publications. This will NOT apply to full-page advertisements, which remain full pages even after shrinkage.
- KOS Media (Publishing) Ltd reserves the right to omit or refuse any advertisement/commercial/web content without notice or explanation. In these terms the word "advertiser" shall be construed to include any person or organisation placing an advertisement on behalf of another.
- A guarantee of insertion cannot be given and the media owners shall not be liable for any loss or damage caused by any error inaccuracy within your marketing content. In no case shall the total liability of the media owner for any error or omission exceed the price charged by the media owners for that advertisement.
- No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding replies to Box numbers, however caused, nor for the loss or damage to any artwork supplied.
- Claims for any error or inaccuracy in your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of publishing.
- KOS Media (Publishing) Ltd accepts no responsibility for any errors or omissions made on their websites by the advertiser.
- KOS Media (Publishing) Ltd has the right to cancel the advertiser's annual membership without notice should the advertiser deliberately publish out of date material or content on any of the media owner's online digital platforms. KOS Media (Publishing) Ltd will seek to recover, in full, all outstanding invoices in relation to the signed annual membership as a result of the advertiser's negligence in this regard and reserves the right to claim damages for any potential vexatious action via the advertiser.
- Advertisers are requested to check their advertisements after the first insertion. The media owner will not be responsible for any errors on subsequent insertions, which have not been advised to them in writing.
- A minimum of one month's notice must be given in writing for any cancellation of the signed annual advertiser's agreement. Upon cancellation, all discounts from KOS Media's standard effective media advertising rate card (July 2008-June 2009) will be recalculated and adjusted accordingly in line with KOS Media's standard media rate card (effective July 2008-June 2009) and will reflect the revised length of commitment denoted by the advertiser's written cancellation. Any surcharges, refunds or costs in relation to the production of the advertiser's TV commercial for the commitment set out within the advertiser's agreement will be met in full by the advertiser as per KOS Media's standard media advertising rate card (July 2008-June 2009). Discounts will be reapplied and any refunds or surcharges will be paid by either party within 30 days of the advertiser's written cancellation. Any other advertising placed must give a minimum of seven days' written notice and any discounts given for series bookings will be forfeited by the advertiser upon cancellation.
- Seasonal contracts, Your Professional classified advertisements or any uplift advertising within the annual contract with the advertiser will be invoiced in full - at rate card - on receipt of any written cancellation of this contract within the 12-months.
- All uplift advertisements must be booked in at least three months in advance of publication and will be subject to availability. All dates booked will be on a first-come, first-served basis.
- The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd within the advertiser's agreement. (Platinum, Gold, Silver standard of commercial). Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard published hourly rate should the advertiser still wish to use KOS Media (Publishing) Ltd's production services to complete its TV commercial or photographic imagery included in the advertiser's agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-overs or non-copyrighted free music it is the responsibility of the advertiser to pay the PRS rights should they be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the advertiser to replace the TV commercial with pictures or stills from a choice of photography supplied by the media owner until the advertiser can supply a TV commercial produced at their own cost and risk outside of this agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.
- Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze, etc) other than they will be ranked based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).
- Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.
- a. All credit accounts due for payment shall be notified to the Advertiser by the 30th day following the date of the invoice, time to be of the essence. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstances.
b. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any surcharges for breaking the contract.
c. In the event that payment is not received by KOS Media (Publishing) Ltd by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.
d. Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd (for whatever reason) the whole amount of monies due from the Advertiser to the date of cessation shall fall due for immediate payment.
e. The Advertiser will be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.
f. Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.
- Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of failure by the Advertiser to complete the contract or to meet the above credit terms.
- Advertising Agency commission will be allowed to those advertisers recognised by the Newspaper Society, but shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms.
- All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.
- The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owners or any of the companies within the KOS Media Group as the result of legal action or threatened legal action or threatened legal arising from the publication of any advertisement or advertising promotion.
- An order for an advertisement shall amount to acceptance of these terms and conditions, and any condition placed on an order by an Advertiser shall be null and void in so far as it conflicts with them.
- Copyright in advertisements produced wholly or partially by the media owners belong to KOS Media (Publishing) Ltd. Advertisers may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

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If you are ambitious to 'get on' in the profession then there is no better place to start than at Spire Academy where you will have the opportunity to work with experienced and committed teams of practitioners.

In appointing teaching colleagues we look for candidates who enjoy working with young people and forge positive relationships with them. An enthusiasm for new approaches and ideas is also important.

Vacancies for January 2010

Teacher of English

As our English department grows we are seeking to appoint a Teacher of English to join the Academy from 1st January 2010.

Teacher of Girls' PE

We are seeking to appoint a Teacher of Girls' PE to join the Academy from 1st January 2010.

Teacher of Science

As the Academy continues to grow we are seeking to appoint a Teacher of Science to join us from 1st January 2010.

Further details about all posts and application forms are available on our website

www.spireacademy.com or alternatively contact Marion Wigington
at m.wigington@spireacademy.com

Closing date for all posts: 12.00 noon, Friday 23rd October 2009.

Spire Academy is committed to safeguarding and promoting the welfare of young people and expects all staff to share this commitment. The successful applicant will be subject to appropriate child protection screening including checks with previous employers and the Criminal Records Bureau.

Due to continuing growth we are recruiting

Support Workers

required to work in
Medway Towns and Maidstone

Hours: full-time, part-time, as and when basis.

Car driver with own transport essential.

Presland Care provides quality support to enable people to remain independent and live in their own homes.

For an application form please contact
Jane or Rita on 01634 673333
Email: info@preslandcare.co.uk

We are actively encouraging equal opportunities.
Successful applications will be dependent
on a clear enhanced CRB check and
two satisfactory references.



Valence School

Minibus Driver and Maintenance
(Kent Scheme 5 £16,793 - £18,471)

FULL TIME

Hours to be worked flexible in order to meet the
complex needs of the students.

Clean driving licence is essential; PCV driving licence and
trade qualification are desirable.

Valence School is a KCC all age residential school for children
and young people with physical disabilities, complex medical
needs and associated learning and communication difficulties.

*Valence School is committed to safeguarding and promoting
every student's welfare. We expect all staff to share our
commitment. The successful applicants will require an
enhanced Criminal Records Bureau Check.*

For further information and an application form, please contact
Lee-Anne Fossett. Closing date for applications is
Friday 16th October 2009.

Valence School, Westerham, Kent TN16 1QN
Tel:- 07887 727182 Fax: 01959-565046
e-mail: vacancies@valence.kent.sch.uk

To advertise
in this section



01303
817040



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Email: office@thomasaveling.co.uk Website: www.thomasaveling.co.uk/jobs

2 x Site Services Officers –
Facilities and Amenities Lettings

Salary: NJC Scale pro-rata D1 point 7 – Point 16
(presently £12,787 - £16,440)

Part-time (18.5 hours per week) including holiday periods,
Hours are envisaged to be:

Post 1: Friday 4:00pm - 7:00pm; Saturday 9:00am - 5:30pm; Sunday 9:30am - 4:30pm
Post 2: Sunday 9:30am - 4:30pm; Monday-Thursday 4:00pm - 7:00pm.

(Some flexibility of actual working times is required with potential
for future increase of these hours)

The ideal candidates should be self motivated, responsive to demand, capable of
working under pressure and on their own initiative as required. Formal
qualifications in DIY and grounds maintenance are not essential; however,
candidates should be able to demonstrate a practical aptitude for general
building/grounds maintenance.

The posts require some clerical administrative undertaking
Primary responsibility of the roles will be to support and assist the activities of the site
team and the on-site lettings during both evenings and weekends.

Please visit www.thomasaveling.co.uk for further details
of the post and an application form.

Closing date for applications: Monday 12th October 2009

Short-listed candidates only will be contacted for interview which will take place on
Monday 19th October 2009

The Thomas Aveling School is: - an Equal opportunities Employer

- committed to safeguarding and promoting the welfare of all students and an enhanced
CRB check will be required for all successful applicants.



NORTHFLEET SCHOOL FOR GIRLS
Hall Road, Northfleet, Kent DA11 8AQ

We are seeking to appoint

SCHOOL INCLUSION OFFICER
£13,272-£14,598 p.a.

Up to 35 Hours per week (8.15 am to 3.45 p.m.) Term Time Only
Initially a one year fixed term contract to 31.8.2010

The role will involve

- Running the school inclusion room (an alternative to fixed term exclusion)
- Dealing with parental enquiries through telephone and face-to-face meetings including investigation and mediation.
- Promoting good attendance, attitudes and behaviour at all times
- Assisting with a range of administrative support including support to exclusion, discipline and other student related meetings.

A flexible approach to working and the ability to work as part of a team and under your own initiative are essential. Good
communication skills at all levels are essential.

Experience of working with young people in an educational, Youth and Community or similar environment would be an advantage.

Please submit full CV giving details of previous experience and the name of two referees to Mrs S Chisholm, Personnel Administrator at
Northfleet School for Girls, Hall Road, Northfleet, Kent DA11 8AQ or email: personnel@northfleetgirls.kent.sch.uk

Closing date for applications: 12 October 2009

We are seeking to appoint

RECEPTIONIST/ADMINISTRATOR
Afternoon/Evening Term Time Only – 3 pm to 7 pm (9.30 pm)
Core 20 hours per week /Term Time Only
Salary Scale Kent Scheme Grade 4 £7218 to £7584

The successful applicant will be computer literate, have excellent communication skills enabling them to communicate effectively with
both students and adults, and be able to prioritise and work under pressure. Confident and competent use of the telephone is
essential. A qualified first aider would be preferred, although training will be given.

This is a job share position and hours of work will be 3 p.m. to 7 p.m. Monday to Thursday and 1 p.m. to 5 p.m. on Friday - 39 weeks
per year – with hours extending to 9.30 p.m. when required. Cover for during the day may occasionally also be needed.

Please submit full CV giving details of previous experience and why you feel this is the post for you to Mrs S Chisholm, Personnel
Administrator at Northfleet School for Girls, Hall Road, Northfleet, Kent DA11 8AQ or email: personnel@northfleetgirls.kent.sch.uk

Closing Date for applications: 12 October 2009

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Use our tools and create a first class CV. See how good your CV is and take advantage of a free CV review.



View the latest vacancies with new Jobs posted daily, read full job descriptions and apply online.

Take advantage of our online services and receive Jobs by Email, get professional advice, build your bespoke CV and read Company Profiles from the county's leading recruiter's.

JobsforKent.co.uk

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to receive
FREE
Alerts & Matches
to your mobile.
(Saving you both time and money
in your search for romance).

WOMEN seeking men

MY EVERYTHING

Ashford based, bubbly and fun single mum, 29yr old, curvy build, brunette. I like reading and socialising. WLTm like minded male. Box 457472

MATCH OF THE DAY!

Fun-to-be-with, blonde female, 25, 5ft2, a woman who loves football! Enjoys going out and staying in, looking for a like-minded man, to be her soulmate. Box 446494

NOT YOUR

BROWNEYED GIRL, BUT...
Blue-eyed brunette, 27, 5ft1, loves films, walking, darts, pool, singing, me time! Looking for honest guy with GSOH, to get to know. Box 880105

IS ANYONE OUT THERE?

31yr old easygoing, independent female, WLTm cuddly fella to enjoy the finer things in life with, leading to LTR with the right person. Box 879931

GIVE AND TAKE IN LOVE

Loving lady female, 30, blue eyes, brown hair, seeking LTR with male 30-35, 6ft+, no baggage, in the Maidstone area. Box 448471

GOOD LUCK CHARM

Sporty female, 34, 5ft2, likes the gym, beach walks, Tennis and cycling, wltm similar male in his 30s for friendship in Eastbourne. Box 453712

HORSES FOR COURSES...

Caring, loving, affectionate female, 30, 5'2", blonde, likes walking, horse riding, animals, seeks affectionate male, 30-40, for lasting, loving relationship. Box 384013

A FAIRYTALE ENDING!

Princess Fiona, 34, looking to meet her Shrek. 5ft8, short brown/blonde hair, blue eyes, large build, seeks romantic caring guy for friendship, maybe more! Box 877957

FEAST YOUR EYES ON ME...

Hello I'm Andrea, 35, petite 5ft3, shoulder length curly hair. I enjoy eating out, cinema and I'm looking for friendship and possible long term relationship. Box 453039

HAPPY DAYS!

Attractive, fun-loving female, 35, 5'4", size 12, dark hair with blonde highlights, tactile, WLTm intelligent, professional, attractive guy, for a happy relationship. Tunbridge Wells. Box 308734

SOUND GOOD?

Hello I'm 35, kind, caring and non-smoking, enjoys cooking, cinema, music, dining in and out, looking for that special someone to enjoy a relationship with. Box 447595

SEALED WITH A KISS

Petite lady, 36, long hair, blue eyes, single mum, enjoys holidays, winning and dining, laughing, seeks loyal, loving man for friendship and more. Box 453079

STARRY NIGHTS

Hello I'm Sarah, single mum from Kent, brown hair enjoy swimming nights in/out looking for a caring man to share the best thing in life. Box 878378

HISTORIC MEETING?

Mum of three, 36, long mousey hair, blue eyes, interested in historical places, music, eating out, seeks kind, caring, genuine male 36-49, non-smoker, for LTR. Box 440693

GALLOP AHEAD!

Maidstone-based woman, 36, 5ft5, slim build, blue eyes, I'm caring, honest and have 4 children. I enjoy drives and horse riding, and WLTm honest, reliable man. Box 451311

SOMETHING LASTING

Professional single mum, 37, own home, looking for a man for friendship, hopefully a permanent relationship. Halesham Box 455221

BE MINE

Honest and caring woman, 36, 5ft5, slim build, blue eyes, I'm caring, honest and have 4 children. I enjoy drives and horse riding, Maidstone. Box 456159

MEND A BROKEN HEART

Single mum, 37, fun-loving, been hurt in past, looking for nice, genuine guy for happiness - no time wasters! Box 908053

SEIZE THE DAY

Loving female, 36, 5ft4, brown hair, green eyes, likes socialising, staying in, seeks genuine male for friendship and more. Box 428666

WAITING FOR YOU

Curvy single mum, 38, 5ft7, romantic, loyal, loving and genuine, likes swimming, theatre, live meals, dining out, seeking a LTR with a like-minded male. Rochester Box 458566

LOVE TO LOVE YOU

Lovely female, 36, 5ft4, medium/large build, blonde hair, blue eyes, own house, loves walking, going out, the usual Seeking male for long term/serious relationship. Box 438102

IS JOINED AT THE HIP

Sociable petite girl with great SOH, 40, blonde, sociable, love football! Looking for fun guy with great SOH for inseparable partnership. Box 880434

HOPES TO HEAR FROM YOU

Audrey here, I live in Seaford, and WLTm caring man, I'm fun loving, loyal, honest, adventurous, and love animals, cooking, music, film, country-side. Box 872159

BELLA ISABEL

Lovely, fun and caring brunette, 42, recently divorced, intelligent, hard working, fun-loving, WLTm a gent to socialise with. Tunbridge Wells Box 878250

ACTIVE TYPE

Lively, energetic fun loving mum, 42, 5ft3, petite, pretty, blonde/brown hair, hazel eyes, WLTm honest, fun, mixed race/black gent, for lasting relationship. Box 451819

LOVE IS ALL AROUND

Happy-go-lucky, bubbly blonde, 42, blue eyes, hard-working, love outings, looking for a nice, genuine guy for relationship. Bromley Box 454517

HELLO EVERYONE!

Single dog-owner, 42, fun-loving, kind and loyal, likes meals out, weekends away, country walks, WLTm a non-smoking guy to share it all with. Seaford Box 454569

TALL ORDER

Curvy lady, 5ft9, 43yrs old, blonde hair/green eyes. I live in Deal in Kent, I'm down-to-earth and like being out and about. Box 456020

I SHOULD BE SO LUCKY

Hello, I'm Karen, 42, dark brown hair, medium build, gosh, looking for a man with no issues and gosh who can enjoy life with me. Box 452204

LIVE LIFE TO THE FULL

Good-looking brunette from Kent, 43, 5ft10, likes bowling, eating in/out etc. Looking for a good-looking guy, 35-45, with gosh for friendship/relationship. Box 450348

CUTE AS CAN BE

Cute single mum of four, 38, Kent-based, into most things, looking for friendship, possibly romance. Box 897983

YOUNG-AT-HEART

Attractive 38yr old female, dark brown hair, blue eyes, curvy physique, likes days out, music, concerts, cinema, walking, cycling, seeks loving, fun male, for friendship/relationship. Box 901893

BLONDE AMBITION

Bubbly, cuddly, blonde single mum, 39, 5ft6, likes cars, reading, pubs, cosy nights in, having a laugh, looking for that right male for LTR. Box 905614

WANNA RIDE WITH YOU

Curvaceous lady, 40, 5ft8, long curly hair, into motorbikes! Single mum, seeks fun-loving bike fan for rides into the sunset. Eastbourne. Box 458787

PERFECT MATCH

Hi I'm Nikki, 5ft7, brown hair, green eyes, enjoys animals especially my pets. Looking for a tall man who has a personality compatible with mine Box 453374

A NICE BOTTLE OF WINE

Lovely, glossy brunette, 39yr old, petite, bubbly and loving, enjoys theatre, music and eating out, wltm a professional, loving and tactile male for a relationship. Box 442551

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RECIPE FOR ROMANCE

Single mother, recently separated, 41, 5ft9, slim, blonde/blue eyes. WLTm fun loving man with GSOH, someone honest and genuine, I love cooking, cycling, outdoors. Folkestone. Box 457913

THE WIT TO WOO!

Kent female, 40, 5'7", dark eyes, GSOH, no ties, likes cosy nights in, socialising, country pubs, cinema, seeks loyal, caring male, for friendship & more. Box 152862

BETWEEN US

Asian lady, 41, single, no ties, outgoing, fun-loving, professional, looking for white male, genuine, professional and solvent. Box 451900

FOR A RELATIONSHIP?

Shy but confident-once-known female, a mum, 40, likes socialising, tennis, walks, swimming; seeks gent with similar interests to find hopeful love with. Box 452106

TLC ON OFFER

Bubbly, happy, outgoing 41yr old female, enjoy life to the full, like writing, walking, watching DVD's, wltm like-minded, happy-go-lucky, clean male for friendship and more. Box 459271

STARTING OVER

Divorced 45yr old cuddly woman, brown eyes/hair, likes swimming, animals, cinema, soaps, the beach. WLTm a honest, non-smoking man for friendship, maybe more. Ashford Box 878141

FROM THIS MOMENT

Young-looking 46yr old female, 5ft4, slim, N/S, affectionate, loyal and caring, looking for a male, 40-45, N/S, up to 5ft7, to share life with. Ashford. Box 454591

ETERNALLY YOURS

Easygoing woman, likes most things in life; country walks, films, cinema, cooking. I'm 46, 5ft2, medium build. WLTm genuine, happy, easygoing and fun. Box 445635

HEART AND SOUL

Easy-going single mum, 46, 5ft4, size 12/14, likes bowling, gardening, swimming, looking for a man, 35-49, slim/medium build with similar interests. Maidstone Box 454176

MY PRINCE?

Not-just-for-xmas dog lover, into sports, walks, motorbikes, GSOH, female, 47, pretty, long dark hair, looking for knight in shining armour! East Sussex area. Box 872961

ARE YOU THE ONE FOR ME?

Caring, cute female, 46, petite, likes socialising, dancing, travelling, good food, seeking intelligent, loyal man 42-52 for love and TLC. Seaford. Box 444366

BE MY FRIEND AND LOVER

Bubbly caring lady, 47, divorced with 2 teenagers, dark hair, medium build, into cooking, driving, love to talk, laugh and have fun, seeking a normal guy Box 425952

ARE YOU LOVING & CARING?

Young 48 year old, loving, caring, very bubbly, 5ft5, medium build, blonde, blue eyes, likes clubs, cinema, eating out, cosy nights, good company Box 434096

JUST IMAGINE

Petite, brunette, bubbly, friendly, easy-going single mum, 49, enjoys cinema, eating out, socialising, most things, WLTm genuine male, to see where life takes us! Box 893562

TIME ON OUR HANDS

62yr old lady, slim, 5ft2, short brown hair, never act my age! Love Motown, parks, beaches and home life, seeks fun-loving gent. Tunbridge Wells. Box 458750

TALL ORDER

Attractive blonde, 60s, with a young outlook on life, slim build, likes animals, walking, meals, looking for a tall man for friendship, possible LTR. Hastings. Box 456604

IN THE COUNTRY

Young looking 72yr old female, slim, with blonde hair/blue eyes. I'd like to share my social life with like minded gent. I like country pubs. Box 457491

Women seeking men

A LITTLE AFFECTION

Intelligent, cheeky, emotional female, 44, WLTm similar woman, 35-65, for walks, museum/art trips, winning/dining, theatre, good conversation & friendship first, maybe more. Pref Eastbourne area. Box 873058

LOOKING FOR PRINCE CHARMING

Pretty, bubbly girl in her 60s love romantic meals, gardens, and the arts looking for caring gentlemen. East Sussex. Box 458169

LOTS OF TLC TO GIVE

Happy-go-lucky lady, 63, 5ft3, medium build, brown hair/eyes, likes dancing, walking and holidays abroad, looking for a like-minded male for friendship, maybe a LTR. Box 452897

ONLY LOVE

Classy, intelligent, happy, slim, attractive, fit and active lady, 60, gosh, enjoys travel, gardening etc. Looking for that special friend to share life with. Box 883791

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Female 49, 5ft4, long hair, slim build, likes eating out, the beach, travel, seeks a friendly chap, 48-55. Hastings Box 417100

NOTHING VENTURED...

Hi there, I'm a Sussex based, 51yr old woman, I love eating out, historical sites etc. Looking for kind gent for friendship, evenings out, maybe more. Box 459181

LOVELY BUBBLY

Short 51yr old professional lady, likes history, films and reading, seeking a genuine gent, 45-58, with gosh to enjoy evenings out, stimulating conversations and fun. Box 452311

BRING ME TO LIFE

Lighthearted female, 52, 5ft2, medium build, loves walking, socialising, swimming, holidays, looking for friendship maybe more. Box 453832

COMPANIONSHIP, LAUGHTER, HOPEFULLY MORE

Curvy & cuddly, outgoing, friendly, honest female, 53, 5ft7, larger build, fair hair, likes socialising, country walks, theatre, cinema, music, swimming, WLTm similar loving male. Box 443642

GREETINGS!

Canterbury Lady, 56 seeking special gent, fun loving, 50-60, to enjoy life with and share interests such as walking, cinema, theatre, dining out, holidays. Box 873039

SMART MOVE

Spontaneous, friendly, lively female, 55, likes cinema, walking, cooking, socialising, seeks similar person for friendship leading to hopefully more. Box 430854

LIVE IT UP

Christian female, 57, looking to meet a nice man with gosh to go to the cinema and have fun with. St Leonards-on-Sea Box 449225

HOLDING OUT FOR A HERO

Londoner new to the area, 57, 5ft5, slim attractive blonde, seeking a man for serious relationship and lasting happiness. Box 445857

PISCES OR CAPRICORN?

Star-stuck lady, 59, 5ft3, medium build, blonde, blue eyes, likes swimming, holidays, the sea, WLTm tall man with good heart for love. Box 448240

WALKS ALONG THE COAST

Honest & sincere female, 58, tall, GSOH, loves country pubs, coasts, cinema, seeking a man who's a mate for me with GSOH for relationship. Box 441622

ONLY LOVE

Classy, intelligent, happy, slim, attractive, fit and active lady, 60, gosh, enjoys travel, gardening etc. Looking for that special friend to share life with. Box 883791

LOOKING FOR PRINCE CHARMING

Pretty, bubbly girl in her 60s love romantic meals, gardens, and the arts looking for caring gentlemen. East Sussex. Box 458169

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LOOK IN MY EYES

Romantic, fun-loving man, 40, 6ft tall, with dark hair and brown eyes, looking for a kind, considerate and romantic female. Maidstone. Box 459006

FAMILY LIFE

Full time single dad of 2, 40yrs old, black hair 5ft7, in good shape, love country life and outdoors, WLTm non-smoking woman. Box 872344

STANDING ON OUR OWN FEET

Hi there, 43 year old outgoing male, 6ft, with brown hair/blue eyes, sincere, caring, generous & thoughtful, OHAC, seeks caring sincere female for loving relationship...Kent. Box 884870

GOOD LOOKING BLOKE

Tall man medium build, 44, 5ft9, brown hair/eyes, with an outgoing nature, looking for a female similar to myself with long hair. Box 871274

SIMILAR INTERESTS?

Easygoing, laid-back gent, compassionate and kind. I'm 45, have dark hair. I love music (especially 60s/70s), travel, current affairs. WLTm fun, easygoing woman. Box 458860

THE FOOD OF LOVE?

Modest male, 42, 6ft2 with dark hair, stocky, a chef and loving dad, loves cinema, dining out and cosy nights, seeks someone special and fun-loving. Box 450057

OUTGOING

Male, 44, 5'8", tall, medium build, average looking, GSOH, outgoing, likes cinema, theatre, dining out and good conversation...seeks lady 35-45 for friendship or more. Eastbourne/Surrey. Box 45917



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AMBITION: Kelly Holmes at Kent School Games launch

Kelly's hope to take Kent School Games national

DAME Kelly Holmes says she is trying to encourage the rest of the country to follow in the footsteps of the successful Kent School Games, *writes Glenn Pearson.*

Kent's double gold medallist attended the launch of the 2010 Kent School Games last week, which is intended to give more than 30,000 young people across the county a chance to compete in as many as 38 different sports.

The Games were launched at Hayesbrook Sports College in Tonbridge on Thursday with local heats set to start later this month, culminating in finals events in July next year.

KENT SCHOOL GAMES

Kent County Council leader Paul Carter, the man who came up with the idea for an event believed to be the biggest school sports event in Europe, talked of a continued decline of sport in schools over the last ten years and how that needed to be rectified.

After the success of the inaugural Games in 2008, Holmes said there have been discussions with other counties and the ideal scenario would be for a national school games to coincide with London 2012.

"It's a massive event," she said. "There's nothing like it in the UK and I'm pushing for this to be replicated in other counties so we can have a national final in a national school games."

"It's at quite an early stage, but in the nearby counties such as Essex and Surrey, they are very keen on the model, because the model is very good. Hopefully we can replicate it, but obviously it takes quite a lot of people to get something like this going. If we can start getting other counties doing it by 2011 with a big final for 2012, that would be fantastic."



CELEBRATE: Deal congratulate each other

FOOTBALL

Eastwood's the hero after late penalty save

Deal Town 2 Sevenoaks Town 2

THERE was no shortage of drama at the Charles Ground on Saturday, with most of the action coming in the opening and closing stages of Deal's Kent League Premier Division match with Sevenoaks Town.

Town ended the game with ten men and were grateful that stand-in goalkeeper Jake Eastwood's late penalty save earned them a point, after a red card for Paul Rogers.

A blistering start saw the visitors grab the lead within two minutes of the kick-off, when Danny Ward raced clear of the home side's defence before setting up Joe Creasey for the simplest of tap-ins.

Yet within two minutes Deal's prolific striker, Mo Takaloo, had fired his side level and after a quarter of an hour the former Margate, Ramsgate and Maidstone man had struck again, giving Deal a lead deep into the second half.

The visitors made it 2-2 on 64 minutes when Billy Shinnars scored, but the same player was denied from the spot, after keeper Rogers brought him down in the box with nine minutes left.

In a frenetic final period both sides had strong penalty appeals turned down before settling for a point.

PLEASE SEND YOUR SPORTS STORIES TO SPORTS EDITOR GLENN PEARSON AT glenn.pearson@kosmedia.co.uk



Picture: SIMON HARRIS

BEST EFFORT: Dean Hill's header was about as close as Dover came to scoring at the weekend as the Whites slumped to their second defeat of the season at lowly Worcester City

Whites slump to a rare reverse in sorry display

ANDY Hessenthaler admitted his Dover Athletic side didn't deserve to win after a poor performance at lowly Worcester saw them suffer just their second defeat of the season.

The Whites, who were top of the Blue Square South before Saturday's game, started strongly and should have opened the scoring in the first 20 minutes.

Dean Hill's diving header from a Nicky Southall free-kick produced a stunning stop from Worcester goalkeeper Ben Hinchcliffe.

Dominated

Hill's header was Dover's best chance of the entire game as Worcester, who have made a slow start to the season, dominated the proceedings. The hosts took the lead on 35 minutes with a free header from Mark Clyde.

The visitors struggled to respond in the second half and never looked like finding an equaliser to get back into the game.

They ran out of ideas, which left manager Hessenthaler disappointed as his side dropped

FOOTBALL

■ BY TOM HOWARD

Worcester City 1

Clyde 35

Dover Athletic 0



Dover starting XI



Subs: Davis (Walder 70), Collin (Pugh 59) Hughes (Browning 67)

to second in the league. He told Yourdover: "Obviously I was disappointed to lose and especially the way we lost the game."

"We started brightly and should have taken our chances, but we were poor and deserved to lose the game."

"Too many of our players had off days and it cost us and I don't think any of our players deserved any credit from the performance."

"I was disappointed and the players know that, but it is out of my system now and we have just got to focus on bouncing back. We knew at the start of the season we would lose

games in this division, but I hope we don't lose too many like that."

Dover take a break from league action this Saturday when they host Welling United in the FA Cup third qualifying round.

Hessenthaler is looking forward to the game and insists his players must bounce back from Saturday's league defeat.

He said: "Welling will be an interesting game. Their manager Andy Ford is a wily old fox and knows all about non-league football. I am sure they will want to get one over us following their 2-0 league defeat to us early this season."

Folkestone's goal drought lingers as Invicta exit cup

FOOTBALL

BY YOURSHEPWAY REPORTER

Folkestone Invicta 0

Hitchin Town 1

Arlick 88

A GOAL two minutes from the end of normal time dumped Folkestone Invicta out of the FA Trophy at the preliminary round stage on Saturday, just when it looked like they might cling on for a replay.

The timing of Jamie Arlick's winner was cruel for Neil Cugley's side, but the manager had no complaints about the outcome, admitting his side had been second best throughout. "Obviously I'm disappointed but they were a good side," he said. "We would have liked to have gone through but at the end of the day they were strong all over the pitch and that's the standard we've got to try to produce."

The early omens were good for Invicta, with the returning Jimmy Jackson thumping a shot against the crossbar in the third minute.

That, however, was the high watermark for the home side, as the visitors, currently second in the Southern League Midland division, started to impose themselves.



NO COMPLAINTS: Neil Cugley said the opposition played better; and Jimmy Jackson (right) showed some hope

Goalkeeper Jack Delo twice denied Arlick and Jeff Hammond might have had a penalty 11 minutes from the break after a robust tackle from Josh Vincent.

In the second half Delo's goalkeeping and Hitchin's misfiring strikers made a goalless draw look like the most likely outcome, but with 88 minutes on the clock, Arlick, having shot wide just moments earlier, raced on to a

Folkestone starting XI



Subs used: Somerville (Smith 82), Driscoll (Yianni 84)

ball from sub Brett Donnelly and buried the winner in the bottom corner.

Cugley was philosophical afterwards, accepting that his side hadn't really done enough to merit a replay.

"Jacko's hit the bar early on, but otherwise it was the same problem we've had all year, we're struggling in the final third," he said.

James Dryden, back from a knee injury, needed attention early on, but Cugley played down fears he had aggravated the problem.

"He had a little bit of a twinge, but it was just rustiness really," he said. "He needs to be playing games. He'll play on Tuesday night (Folkestone took on Deal in a friendly last night), he'll train on Thursday and I might play him in the reserves on Saturday."

"Hopefully we'll have Simon Austin back as well, because we've got a week off and then five league games in quick succession which will show us if we're going to be where we want to be – which is at the top of this league."

RUGBY



STRENGTH IN DEPTH: Folkestone have a decent mixture of young and experienced players

Stones show there's strength in depth

WITH the first-team kicking their heels without a fixture after last week's 20-12 loss at Medway, Folkestone's 2nds demonstrated the club's strength in depth with an emphatic 43-7 win over Thanet Wanderers.

Injuries and work commitments forced Folkestone to make a number of changes to the side that had beaten Barts 35-12 the previous week, but a mixture of youth and experience proved decisive.

Drew Woolford opened the scoring in the corner with an unconverted try and after a string of infringements, the referee then awarded a penalty try against Thanet, which Jon Morton converted to make it 12-0.

Outrageous

A lack of weight in the scrum hindered Folkestone, but Jason Godden consistently managed to provide quality ball to the backs and he was to score the try of the match when he gathered a Chris Gamble line-out, chipped the ball over the Thanet hooker's head and ran on to gather the bouncing ball before side-stepping the full-back for an outrageous score.

Morton then scored a try that he converted himself to make it 26-0 at the break, but the visitors struck first in the second half when their consistent pressure forced Folkestone to concede a penalty try, which they converted.

Any hopes of a fightback were immediately quashed however, when Scott Stewart pounced on a blundering Thanet line-out to collect the ball at the back of the line and race untouched under the posts.

Stewart added a second try and a conversion while a penalty from replacement centre Chris Petley completed the rout.

The home side return to London 3 South East action this weekend when they host Horsham.

LEAGUE TABLES

BLUE SQUARE SOUTH

	P	W	D	L	Gd	Pt
1 Newport County	12	8	4	0	+18	28
2 Dover Athletic	12	8	2	2	+13	26
3 Thurrock	12	7	4	1	+9	25
4 Woking	12	7	3	2	+8	24
5 Bishop's Cleeve	12	6	3	3	+7	21
6 Basingstoke Town	12	6	3	3	0	21
7 Havant & Waterlooville	12	5	5	2	+4	20
8 Braintree Town	12	5	4	3	0	19
9 Bromley	12	5	3	4	1	18
10 Staines Town	12	3	7	2	+4	16
11 Chelmsford City	12	5	1	6	-5	16
12 Eastleigh	12	4	3	5	+6	15
13 Hampton & Richmond	12	4	3	5	-2	15
14 Maidenhead United	12	3	5	4	0	14
15 St Albans City	12	4	2	6	-4	14
16 Bath City	12	3	4	5	-1	13
17 Dorchester Town	12	3	2	7	-7	11
18 Welling United	12	3	2	7	-7	11
19 Worcester City	12	2	4	6	-3	10
20 Weston-super-Mare	12	2	2	8	-6	8
21 Lewes	12	0	7	5	-10	7
22 Weymouth	12	1	3	8	-23	6

RYMAN DIVISION ONE SOUTH

1 Godalming Town	8	6	1	1	+9	19
2 Merstham	10	7	1	1	+3	20
3 Folkestone Invicta	8	5	2	1	+6	17
4 Croydon Athletic	7	4	2	1	+15	14
5 Chatham Town	8	4	1	3	-1	13
6 Corinthian-Casuals	8	3	3	2	+4	12
7 Walton & Hersham	7	3	3	1	+4	12
8 Worthing	7	2	0	3	+2	12
9 Fleet Town	8	3	2	3	+5	11
10 Dulwich Hamlet	8	3	2	3	+1	11
11 Metropolitan Police	8	2	4	2	+2	10
12 Burgess Hill Town	7	3	1	4	-1	10
13 Wotton Casuals	7	3	3	1	0	9
14 Whyteleafe	8	3	0	5	-1	9
15 Ramsgate	9	2	3	4	-2	9
16 Leatherhead	7	2	2	3	0	8
17 Sittingbourne	6	2	2	2	0	8
18 Eastbourne Town	7	2	3	3	-4	6
19 Horsham YMCA	7	1	3	3	-7	6
20 Whitstable Town	6	2	0	4	-9	6
21 Ashford Town	8	1	2	5	-17	5
22 Chippstead	8	0	4	4	-9	4

KENT LEAGUE PREMIER DIVISION

1 Faversham Town	8	7	1	0	-1	22
2 Beckenham Town	7	5	1	1	+8	16
3 Herne Bay	7	5	0	2	+4	15
4 Greenhithe Borough	8	3	3	2	+5	12
5 Erith & Belvedere	6	4	0	2	+3	12
6 Sevenoaks	6	2	3	1	+7	9
7 Erith Town	5	2	3	2	-2	8
8 Hythe Town	4	2	1	1	+8	7
9 Holmesdale	7	2	1	4	-1	7
10 Norton Sports	8	2	1	5	-5	7
11 Deal Town	6	2	1	3	-6	7
12 Fisher	8	2	1	5	-8	7
13 Tunbridge Wells	6	2	3	2	0	6
14 Sporting Bengal	6	2	0	4	-12	6
15 Corinthian	5	0	2	3	-10	2
16 Lordswood	7	0	2	5	-13	2

FIXTURES

(Saturday): FA Cup: Dover Athletic v Welling United; Kent League: Deal Town v Hythe Town

Hythe FA Cup hangover made worse by Vase exit

FOOTBALL

Herne Bay 1 Hythe Town 0

A DEFENSIVE blunder by Hythe Town early in the second half saw them booted out of the FA Vase at the first round proper stage, just five days after they were eliminated from the FA Cup by Woking.

Hythe were transparently suffering from a hangover from their cup exit the previous Tuesday and the first half was mediocre, with both sides struggling to cope with the high winds and a difficult playing surface.

The only real chance came in the third minute, when Josh Maine played a risky pass that was intercepted by Pat Kingwell, but his shooting was wayward and he failed to test home goalkeeper Dan Eason.

Hythe's frustration mounted during the first half and four of their players were booked.

With that many Hythe players walking a tightrope, Herne Bay took advantage, belying the conditions in the second half with a drastically improved performance.

Rob Lawrence, introduced at the interval for James Turner, scored the only goal on 57 minutes, after his brother Danny pounced on a poor clearance and released Darren Marsden.

He in turn played in Lawrence, who drove the ball across the keeper into the bottom corner.

Gary Clarke was the visitors' man of the match, but he was unable to conjure an



WAYWARD: Pat Kingwell missed a good chance

equaliser and Hythe now face one of their toughest away days of the season in the Kent League on Saturday, when they travel to Deal and take on former players Mo Takaloo and Jason Brazier.

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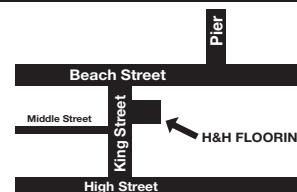


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**PANTO
LEGEND:**
Marlowe
favourite
Dave Lee
will be
playing
Tinkerbell

New venue's a top-flight arena

WITH the closure of the Marlowe for redevelopment, this year's pantomime is being staged in a state-of-the-art big top theatre tent.

It will be called the Marlowe Theatre Arena – but what, exactly, is it?

Rob Haworth is project manager for Theatre Tent, the company behind the venue, which will be at the former Kingsmead coach park.

He is keen to dispel myths about cold, circus-style structures in garish colours.

He said: "While the structure has its roots in tradition, what we use now are more correctly called 'tensile structures' and while the structure is temporary, the Marlowe Theatre Arena will be perfectly heated, have comfortable seats and more toilets than the old theatre."

The arena will provide nearly 30,000 sq ft of space, which will be used to house the audience areas, bar and refreshment stands and, of course, the entire pantomime production.



BIG STAGE: The arena is nearly 30,000 sq ft

It will be dark blue in colour, 198ft-long, 148ft-wide and 56ft-high.

"Audience-goers should be under no illusion," Rob said. "This isn't a watered-down version of the Canterbury panto just because it's in a tent – far from it, the sets still move, Peter will still fly and producers Paul and Emily are using every item in their panto toolbox to make this

the most memorable Marlowe panto ever."

Although the producers and Theatre Tent have been working on the project for more than a year, remarkably, the arena will only take a couple of days to build. Starting with an empty coach park, the main support beams are raised on motors, then the roof is lifted and the walls added. Next, the technical teams will add all of the lighting and sound equipment as well as the specialist equipment that allows Peter to fly.

Theatre Tent technical production manager Andy Barlett said: "Once that's done, we add the seating, put the flooring down and lay the carpet. With more than 1200 seats and 12,000 sq ft of carpet, we'll have our work cut out!"

For more details about the Marlowe Theatre Arena and the pantomime in general, visit www.marlowepeterpan.co.uk.

To book tickets visit www.newmarlowetheatre.org.uk or call the box office on 01227 787787.

Sunshine smile keeps family tradition



FAMILY: Paul, Freddie, Emily and Poppy

AT the age of just four weeks, Poppy Sunshine Hendy already had a production under her nappy. The talented tot was filmed as baby Cinderella and the footage will be used in this year's Guildford pantomime.

It won't come as a surprise though when you consider her heritage: mum Emily and dad Paul are panto producers!

Better known as Evolution Productions, Emily and Paul are the force behind the Marlowe's panto (they met at the Marlowe during Beauty and the Beast in 1997) and four more across the country.

Emily was born and brought up in Deal. She went into film production and worked across the world before returning to Kent to work for the family business.

In 2004, she began producing with Paul, who is something of a panto veteran. He has appeared in more than 20 pantos, directed about as many and written more than 30 scripts.

He is also an established writer and has two novels to his name.

Paul is once again writing, directing and pro-

ducing all five Evolution productions, including, of course, Peter Pan.

Emily, Paul, Poppy (now nine weeks) and four-year-old Freddie live in Eastry. Freddie is no stranger to the stage, either – like Poppy, he was filmed at the age of four weeks, as baby Cinderella.

Paul admitted that having a young family and a huge workload is pretty exhausting for him and Emily.

He said: "This is always a particularly busy time for us and this year we also have to think about the Marlowe Theatre Arena. We aren't getting a lot of sleep at the moment but keep going because we are so excited by the prospects ahead and we really want to make it happen. Canterbury, in particular, is such a big show and will be so spectacular, so we know it will be worth it."

Amazingly, the family connection doesn't stop there: Emily's mum Helga Wood is the set designer and costume supervisor for the pantos, sister Dorcas Wood will be the company manager at Canterbury, and brother George Wood is the man behind the Festive Film season, also at the Marlowe Theatre Arena.

Your chance to 'Hook' up with the cast

COMEDIAN Ade Edmondson (Captain Hook) is joined in Peter Pan by Kent comic Dave Lee who, for his fourteenth Marlowe panto, will play Tinkerbell.

Also making a welcome return to Canterbury will be Ben Roddy, who was such a hit as Herman the Henchman in Snow White and the Seven Dwarfs.

Steven Butler will play Peter Pan, while Gemma Sutton has been cast as Wendy. Both have West End, regional theatre and TV credits to their name.

And, if you fancy an ice cream with Ade or a drink with Dave, then read on!

One lucky KOS reader and three guests can win tickets to see Peter Pan and meet the cast at an exclusive after-show party.

The performance – at 7.30pm on Wednesday, December 9 – is when press and dignitaries get to see the pantomime.

And when the curtain goes down, everyone enjoys a drink and chat with the stars, who are more than happy to sign autographs and pose for pictures.

To enter, simply answer the question below and send your entry on a postcard along with your email address (if applicable), name, address, and daytime telephone number to Peter Pan Competition, KOS Media, Apple Barn, Smeeth, Ashford, Kent TN25 6SR. The closing date is October 30, 2009.

QUESTION: Who is playing Captain Hook in this year's pantomime at the Marlowe theatre?

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• If you do not wish to receive any literature please write 'no literature' on your entry.



Experience the Marlowe Theatre Arena first with these sensational shows.



Jane McDonald

The star of 'Loose Women'
live in concert
Tuesday 24 November
7.30pm



Stephen K Amos

Award-winning comic
as seen on
'Mock The Week' and
'Have I Got News For You'
Thursday 26 November
7.30pm



ABBA Gold & Bee Gees UK

Friday 27 November
7.30pm



An Evening with Rick Wakeman

and Guests
Saturday 28 November
7.30pm



Hayley Westenra

In Concert
Sunday 29 November
7.30pm



Grumpy Old Women Chin Up Britain

Starring
Jenny Eclair,
Wendi Peters
and
Susie Blake
Monday 7 December
7.30pm



Roy G Hemming's Motown On Tour

Featuring Live on Stage
The classic hits of Four Tops,
Temptations, Supremes & more
Monday 14 December
7.30pm



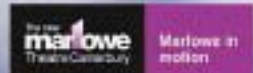
Elvis At Christmas

Starring
World Champion
Elvis Tribute Artist,
Lee 'Memphis' King
Friday 18 December
7.30pm



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